



JANUARY, 1943

# THE MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

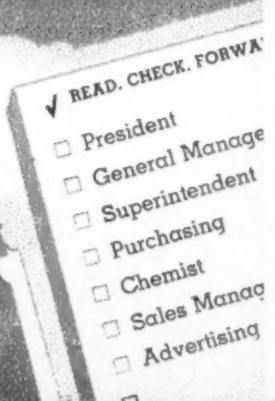


What is the Score on Soybean  
Replacement Material for Egg  
Whites. After a Year of Use  
in Candy? H. G. Butler Answers

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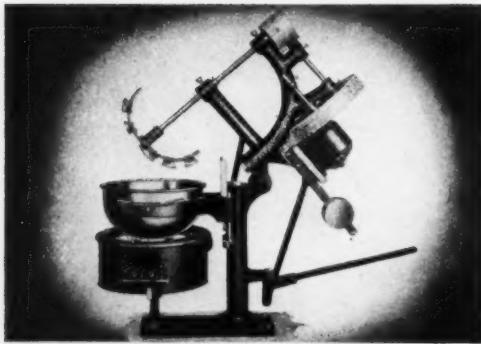
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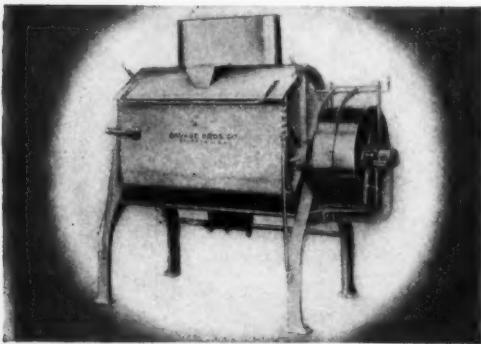
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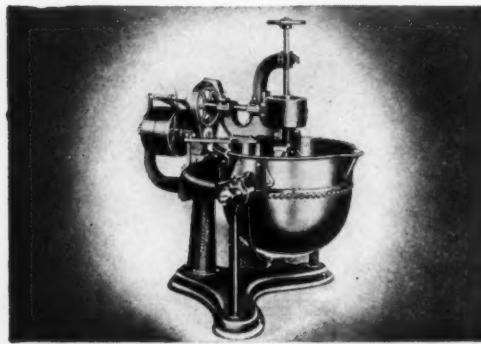
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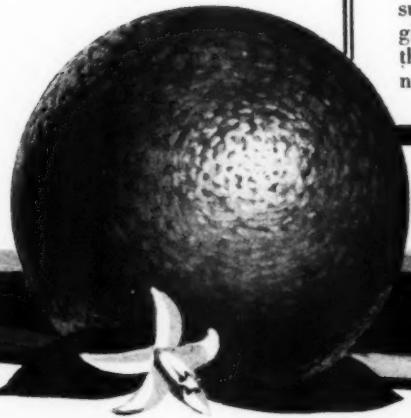
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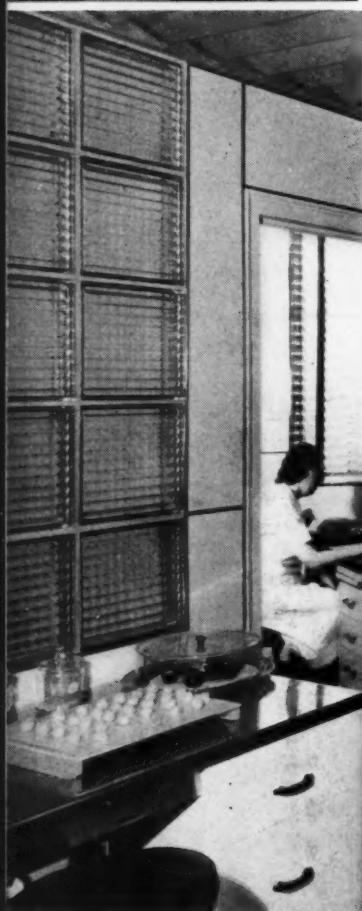
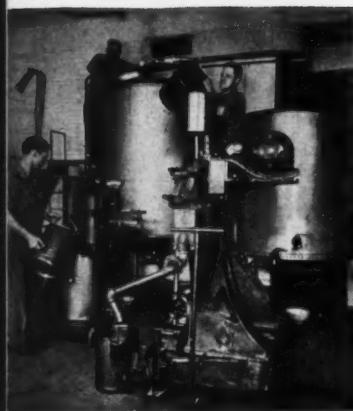
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for January, 1943

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Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT. PRODUCTION METHODS. MATERIALS. EQUIPMENT. PURCHASING. SALES. MERCHANDISING

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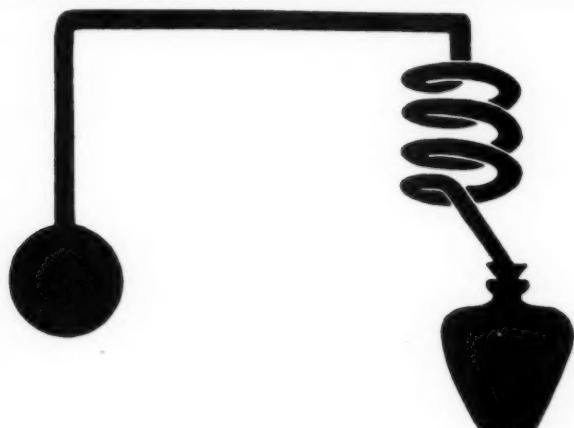
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# Using The Soy Whipping Agent In Commercial Candy Production

by H. G. BUTLER

*Technical Director  
Soy Bean Products Co.*

**Discussion of technique and characteristics of soybean protein whipping agent, and candy formulas employing it**

**S**ince the properties of soybean protein derivative were discussed in this publication early in 1942, the candy industry in the U. S. and Canada has shown great interest in this product. In that time, too, the industry's experience with this replacement material for egg albumen has grown so that today, many candy factories and their superintendents and working personnel have become conversant with its use. Few candy makers had worked with soybean protein derivative before last year, and in at least a few cases, some prejudice had to be overcome, first by virtue of unfortunate experiences with earlier types of egg albumen replacement materials, and also, by virtue of a general unwillingness to substitute a relatively unknown material for a known and satisfactory ingredient.

War time necessity and demonstrable success with the new material have overcome most of this initial resistance. In Canada, for instance, egg albumen is practically impossible to obtain at present. The soybean replacement material has come as a real life saver to Canadian manufacturers. In turn, their use of this material through necessity has been of real benefit to the material itself. In some respects, at least, the Canadian standards of quality in candy and candy manufacture are more closely related to the English standards than to U. S. standards, and the Canadian specifications for raw materials more exacting. The enthusiasm of the Canadian manufacturers for this new raw material and the undiminished public acceptance of their candies made with it, would seem to establish a strong point in its favor as a replacement for egg albumen.

Quite frankly, egg albumen is egg albumen, and no product has yet been developed that will replace it completely where the egg characteristics must dominate in the finished product. To paraphrase the poem—"only the hen can make an egg." But there are other products which will produce in candy some of the same effects produced by egg albumen, and of the known products of this kind available to the candy maker today, soybean protein derivative most nearly approximates the results obtained from the use of egg albumen in the same candy. And under present circumstances, at least, it does this at considerable reduction in cost, compared with egg albumen, and with very little difference in technique or procedure.

It is felt that further discussion of this new raw material and its characteristics will be of assistance to



H. G. Butler

those manufacturers who are now working with soybean protein derivative, or those who are contemplating its early use. Remember again, soybean protein derivative is *not* egg albumen and your approach to its use in your goods must be tempered by the realization that in some types of candy its performance, though satisfactory, will not approach that of egg albumen. Its performance, then, should not be judged by the standards usually applied to the results with egg albumen in its various manifestations. In this case, the results of using soybean protein derivative must be judged upon the basis of the finished piece—its appearance, its eating quality, its shelf-life, and all the other factors which influence its success. By the same token, there is no reason at all why this material should not give equal, perhaps even better, results in certain other candies, depending upon the experience of the candy maker in working with the newer material. This has been the chief conclusion to be drawn out of a year's general use of the new material by the candy industry.

No two factories follow the same procedure to produce the same piece of candy. Smaller factories producing a limited line of items in which the new material can be used must work the soybean protein derivative into their procedure in terms of this smaller-scale operation. Some smaller manufacturers make up a batch of nougat cream and a batch of syrup and add syrup to the nougat cream batch in the beater. In a few of the larger plants, the production of nougat cream for nougat work is a continuous, streamlined process in which the cooking of the batches is accomplished in one department and the

finished batches piped or conveyed to the mixing department for finishing. The formulas given here will be described (and the procedure outlined) without regard to differences in method in different plants, since it is probable that most factories still do their cooking and mixing in the same general work area.

In the use of soybean protein derivative, it has been found that the vertical, high speed type beaters produce the best results. Experience with the new material also shows that the bubble structure of whipped soybean protein derivative is smaller than that of whipped egg albumen. As a consequence, the soy material beats up "shorter" than egg.

Following is a formula for nougatine that is being successfully employed in several factories.

<i>Nougatine</i>	
Batch I	35 lb. corn syrup 7 lb. honey 1 lb. soybean material 1 lb. egg albumen 6 lb. water 10 lb. 4X sugar
Batch II	60 lb. sugar 35 lb. corn syrup 5 oz. salt 5 lb. filberts 5 lb. cashews 3 lb. hard fat (92°-96°)

*Procedure:* Bring soybean material and egg albumen into solution in water and beat together with honey and powdered sugar. Continue beating and add the corn syrup from Batch I, which has been cooked to 240° F. Beat to a light fluff. Now cook sugar and syrup from Batch II to 264°-268° and add this slowly on beater. Beat to a light fluff. Add hard fat, nuts and salt. Then pour into pans or on slab, cut to size and dip in chocolate.

In the following formula for short nougat, the soybean protein material is used by itself, without addition of egg albumen. The finished piece has excellent eating quality and compares most favorably with short nougat made with egg albumen.

<i>Short Nougat</i>	
Batch I	8 lb. corn syrup 1 lb. soybean material 3 lb. water
Batch II	25 lb. sugar 20 lb. corn syrup 8 lb. short cream 3 lb. hard fat 4 lb. dried fruit 2 oz. vanilla

*Procedure:* Mix soybean material and water into solution and then pour into beater with corn syrup from Batch I. Beat to light fluff. Cook sugar and corn syrup in Batch II to 272°-278° F. and pour this slowly into the beater. Beat to a light fluff. Add hard fat, nuts and short cream and fruit, and beat to a light fluff. Add vanilla, hard fat just before you pour batch on the slab.

The next formula, chewy nougat, requires **no water** for dissolving the soybean powder. It tends to demonstrate the ease with which soybean protein derivative can be brought into solution from its powder form. This

formula produces a tender piece that is velvety to the palate and does not stick to the teeth.

<i>Chewy Nougat</i>	
Batch I	40 lb. sugar 50 lb. corn syrup
Batch II	10 lb. invert sugar 3 lb. soybean powder 2 lb. hard fat 2 oz. vanilla

*Procedure:* In the beater first mix invert sugar with soybean material, and then beat to a light fluff at high speed. Boil Batch I to 240° F. Draw off 30 lb. of this batch. Pour into soybean material and invert sugar, stirring-in slowly. Then beat to a light fluff. Boil the balance of Batch I to 262°-268° F., add hard fat and mix thoroughly with the material in the beater. Add the flavor just before you pour out on slab.

There are a number of shortages in raw materials in the candy industry today. In some cases, a change in items you produce may help you overcome problems caused by restricted materials. The formula for chewy nougat which follows requires no chocolate or egg. Sugar is required, but is combined with corn syrup on a 1 to 2 basis.

<i>1c Cherry Nougat</i>	
Batch I	1 1/4 lb. soybean material 3 lb. water 15 lb. corn syrup 8 lb. sugar
Batch II	15 lb. corn syrup 8 lb. sugar 2 lb. hard fat Vanilla and Salt

*Procedure:* Cook Batch No. I to 240° F. Pour into beater, then add soybean material, which has been brought into solution with water, and beat to a light fluff. Cook Batch No. II to 265°-270° F. Pour Batch No. II slowly into the beater and continue beating together until both are thoroughly mixed, then add vanilla, salt and hard fat. Pour on slab to size.

In connection with the first of these chewy nougat formulas, a series of tests of volume on a gallon basis showed some interesting variations by comparison with the same batch made with egg albumen.

<i>Cooked to</i>	<i>Soybean Material (Per Gal.)</i>	<i>Egg Albumen (Per Gal.)</i>
Stage I (240° F.)	2 lb. 4 oz.	3 lb. 11 oz.
Stage II (250° F.)	4 lb. 11 oz.	5 lb. 4 oz.
Stage III (262° F.)	5 lb. 14 oz.	6 lb. 6 oz.

In mazetta work, formulas calling for soybean protein derivative alone, or in combination with egg albumen, give satisfactory results. The following formula is for a mazetta that can be used for handroll centers. The quantity used per 100 lb. of cream will depend upon the type of handroll you are going to make.

<i>Mazetta</i>
45 lb. corn syrup
45 lb. invert sugar
2 lb. soybean material
4 lb. water

*Procedure:* After bringing the soybean material into solution, beat it on the vertical beater with the invert

sugar. Cook the corn syrup to 244° F. and pour it slowly into the beater and beat to a light fluff with the batch already there which has been beaten up to a light fluff.

Many formulas have been revamped as a result of the curtailment of sugar. More corn syrup is being used. Experience with formulas of this kind where the sugar-corn ration has been changed, shows that the soybean protein material has lifting power equal to that of egg albumen. In cast fudges (centers for bars), this material is being used as a complete replacement for egg albumen. On slab fudges, it is better to combine the soybean material on a 50-50 basis with egg albumen.

In the following formula for fudge mazetta, the completed product should weigh 5½ lb. to the gallon.

*Fudge Mazetta*  
180 lb. corn syrup  
3 lb. soybean material  
5½ lb. water

**Procedure:** Bring soybean material into solution with water. Boil half the corn syrup to 240° F. Place in beater and begin beating, with water turned on beater. Then add the soybean material in solution and beat at high speed for 10 minutes. Add the balance of the raw corn syrup and beat until finished. The batch, after cooked and raw corn syrups have been brought together, should beat for about 13 minutes.

The candy maker will note in these formulas that no specific time is mentioned for allowing the soybean replacement material to go into solution prior to beating. Experience to date indicates that from three to five minutes are required to bring this powdery material into solution. The amount of water depends, of course, upon the type of candy you are going to make, but as a general rule, it is satisfactory to use two to two and a half parts of water to one part of the soybean material. The soybean protein powder is hygroscopic, and for that reason the container should not be left unsealed for any great length of time.

In its present form, soybean protein derivative has gained the confidence of many open-minded candy makers. Its ability to do a good share of the job formerly required from egg albumen, without imparting off-flavor, off-color, or off-odor to the finished goods, has been and is now its chief claim to recognition and acceptance by the candy industry. It was not developed as a substitute material, but its development to the present stage of practical application has solved a serious problem in many candy factories. What the industry gains in experience with this material by force of circumstance will have a great influence upon further development of it as a self-contained primary candy ingredient of importance in the future candy production picture.

#### Sugar Rationing In Australia, Since Aug. 29

Australia has been under sugar rationing since August 29, it is reported by "Australasian Confectioner," which has just come to hand with its issue of September 28. The allowance for individuals is 1 lb. per week. Industrial users may be issued special permits to obtain supplies. This means that the Rationing Commission has actual "life and death" power over a number of Australian food industries. For the time being, immediately after the order went into effect, industrial users were allowed to obtain, coupon-free, a quantity of sugar equal to the amount obtained during August, ex-

cluding the 31st. In other respects the regulations and administrative set-up are similar to our own American sugar rationing system.

#### Sugar Percentages Changed In Certain Counties

Amendment 31 to Sugar Rationing Order 3, dated Dec. 23, 1942, changes the percentage allowance of extra sugar, after Jan. 1, 1943, in various counties throughout the U. S. which have had changes in population. In *Alabama*, Colbert county has been added with a 15% extra allowance, and Sumter county has been removed. Barbour county's allowance has been decreased by 5%. In *Arizona*, Pima county has been added, with a 10% allowance. Six new counties have been added in *California*—Alameda, Los Angeles, Orange, Riverside, Sacramento, with 10% each, and Sutter, with 30%. Yuba county has been reduced from an 80% to a 40% allowance. Two new counties in *Colorado* were added—Denver, with a 10%, and Eagle, with a 90% allowance. In *Florida*, Hamilton county, with a 10% allowance, is the only one added. Three *Georgia* counties, Clارle, Glynn and Houston, were added, the first with a 10%, and the last two with 20% allowances. *Idaho* added Kootenai county, with a 30% allowance. Rock Island county, with a 10% allowance, was added in *Illinois*. In *Indiana*, no new counties were added, but allowance changes gave Bartholomew county a 50% as against a former 10% allowance, Johnson county a 10% as against a former 60% allowance. *Kansas* added Geary county, with a 15%, and Saline county, with a 30% allowance. *Kentucky* added Hardin county, with a 30% allowance. *Louisiana* added Orleans with a 20% and Ouachita, with a 10% allowance, and reduced LaSalle county from 20% to 10%. *Maine* added Cumberland county, with a 10% allowance, and removed Piscataquis county with its former 50% allowance. *Maryland* added the city of Baltimore, with a 15% allowance. *Michigan* removed Missaukee county with its 10% allowance, and replaced it with Ottawa county and the same allowance. *Mississippi* added Amite county, with 10%; Grenada county with 50%, and Harrison county, with 15% allowances. *Missouri* reduced the allowance for Pulaski county from 20% to 10%, and increased the allowance for St. Charles county, from 30% to 50%. *Montana* added Cascade county with 15%. *Nebraska* added Box Butte county with 15%. *New Mexico* added Luna county with 20%. *New York* added Seneca county with 20%. *North Carolina* added Durham and Union counties, each with a 15% allowance. *Ohio* added Marion and Summit counties, with 10% each. *Oklahoma* added Cleveland county, with 15%, and increased the allowance in Comanche county from 10% to 40%. *Oregon* added Multnomah county, with 20%, and increased the allowance in Benton county from 20% to 50%. *South Carolina* added Greenville county, with 10%. *Tennessee* added Henry and Sullivan counties, with 10% each. *Texas* added 10 new counties as follows: Bexar, 15%; Cooke, 40%; Lamar, 20%; and Harris, Howard, McLennan, Pecos, Val Verde, Victoria, and Ward, with 10% each. Terry county was reduced from 30% to 40%. *Virginia* added Dinwiddie and Prince George counties, with 10% each. *Washington* added Pierce county, with 10%. *Wisconsin* added Dane county, with 10% and Sauk county, with 15% allowances. For the original list of counties receiving sugar allowances above the normal quota, due to population changes, see page 18 of our November 1942 issue.

## Leckband Heads Western Salesmen's Association

Featured by a smaller-than-usual official attendance, but greater participation in its special events, the 28th Annual Convention of the Western Confectionery Salesmen's Association was held at the Sherman Hotel, Chicago, December 17 to 19, 1942.



Lou Leckband

Gas rationing and its effect upon sales activities of the various representatives of the candy manufacturing concerns and the problems of the manufacturers themselves in filling orders under restrictions of sugar and chocolate, occupied the salesmen in their three-day conclave. While no definite action was taken or resolutions adopted covering the present situation, a note of conservative optimism over the future permeated the convention activities.

John Mack, retiring president, in his president's address, stressed the effect of the war upon the activities of candy salesmen. "With every one of us," he said, "it is not so much trying to obtain a huge volume of business, but securing for our jobbers what it is possible for our faithful employers, the manufacturers, to produce under war-time restriction. Our task under these conditions has not been easy, but through our militant organization with its men of the highest caliber, we have met these conditions. The result is that we have today a thorough understanding prevailing between jobbers, salesmen and manufacturers."

Results of the annual election show the following men chosen to head the Association for the coming year: Lou Leckband, Chicago, president; Warren Durgin, Oak Park, first vice president; Gilbert J. Long, St. Louis, second vice president; and Robert N. Amster, Chicago, secretary-treasurer. Walter Rau, Chicago, is chairman of the 1943 Convention Committee, and Joseph Kenworth, Chicago, is chairman of the membership committee.



Gilbert Long

A total of 70 salesmen registered for the convention. The annual manufacturers' dinner, held the evening of Dec. 18, was unusually well-attended, with over 160 members and guests attending. S. W. Hallstrom, president

of the National Confectioners Association and executive chairman of the Council on Candy as Food in the War Effort, delivered the principal address. The annual din-



Warren Durgin



Bob Amster

ner-dance for members and guests, held in the Bal Tabarin on Saturday night, Dec. 19, produced the greatest turnout for this event in a number of years, with well over 200 persons attending.

The consensus opinion expressed at the convention is that under present gas rationing conditions, candy salesmen should be in a position to give adequate, if not intensive coverage of their territories during the coming year. Traveling salesmen are now operating on a basis of mileage rationing which allows them 65% of the gas they used for business purposes in comparable periods of last year. This will be adequate, under normal circumstances, for good coverage of most territories.

### J. M. Washburne, Former Chain Candy Head, Dies

James M. Washburne, formerly head of the Martha Washington chain of retail candy shops, died recently in New York. He was 85 years old. Mr. Washburne entered the candy business 25 years ago when he established the first Martha Washington store in New York. In 1939, he owned and operated 15 Martha Washington stores and a sizeable candy manufacturing plant. Hard hit by the depression of the early '30s, he began, at 78, with a vegetable candy called Garden Gems which he marketed with some success until he retired in '39. Mr. Washburne is survived by his widow, Mrs. Ann Levy Washburne, and four children by a former marriage—three sons, Mortimer, Joseph and Arthur, and a daughter, Catherine.

### JOSEPH F. WEAVER

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MARCH 1, 1878



DECEMBER 30, 1942

WALTER BAKER & COMPANY, INC.

# Manpower Conservation Program

## Launched on National Scale

by O. F. LIST

*Editor*

THE MANUFACTURING CONFECTIONER

Millions of hours lost through industrial and home accidents made subject of intense national drive for greater safety

American manpower is suffering critical losses, through accidental death and injury which are effectively keeping our war effort from attaining its maximum potential results.

In the first year of the war, it is estimated by the National Safety Council, six times as many American workers had been killed by accident as men in our armed forces were killed in all actions on land, sea and in the air. Besides this, 4 million had been injured, 165,000 of them permanently. This waste of skill and time amounted to 450 million man-days during the most decisive year in American history, and ran up billions in dollar losses.

To track down and overcome the spectre of manpower losses, the largest and latest counter-move is a national safety movement in the form of a grass roots drive on accidents planned for 14 major production centers. Under direction of the organization of the National Safety Council, and aided by voluntary contributions through the War Production Fund to Conserve Manpower, this program will get under way with a five-weeks' swing around the country, beginning Jan. 17, by William A. Irvin, national chairman of the Fund and former steel executive, Col. John Stilwell, president of the National Safety Council, and other representatives of the Council. These men will enlist local safety leadership among business men, industrialists, labor and the municipal authorities in each center visited.

The tour will make stops in St. Louis, Chicago, Minneapolis, St.

Paul, Seattle, Portland, San Francisco, Los Angeles, San Diego, Dallas, Ft. Worth, Houston, New Orleans, and one other city. Where there are local safety councils, they will be asked to act as charter members to implement the national wartime organization in their community. The National Council will serve as consultant and coordinator, and the local groups will pursue the program to route out accidents in their own particular communities. The program in each locality will be made through the local industries, the municipal police and traffic departments, the public schools, and the individual homes.

Of particular interest is the program covering the industries. This is covered by the "Safety-At-Work" phase of the national plan. Greater emphasis will be placed on instruction in accident-prevention by the management of each factory and industrial concern. This will include not only warning against hazards at work, but also the off-the-job dangers. Exhibits, posters, courses in industrial hygiene and first aid, and payroll enclosures will supplement the instruction in the hazards of manufacturing processes. In this program labor-management committees will be set up to achieve greater effectiveness. Use of the "safety clock" in a place conspicuous to every plant worker and executive will be stressed.

Various reasons lie behind the great increase in manpower dissipation due to accidents. An army of green hand, of youths, of older men, and of women, has been drawn into

shops and factories. This army approaches the 20,000,000 mark at present, and will be greatly increased as our war effort reaches top pitch. Old hands have had to adjust themselves to new jobs. Management has had its hands full with technical matters and the problems imposed by curtailments and restrictions. Housing and war worker transportation facilities are badly strained. The pool of trained workmen is practically dried up, and in many cases there is little choice but to hire a man on his word, and hope for the best.

All these changes have tended to increase the always-prodigal accident experience of the U. S., which is the highest in the world with the exception of Chile. The rush and fatigues of a nation at war were bound to add their weight to this trend. It is in this latter accident-source that the Candy Industry, even while mending its own accident fences, can contribute substantially to the national safety drive. Candy's quick-energy producing powers are well-known. Several of the country's largest industrial concerns are on record with the results they have obtained in candy's contribution to this campaign against industrial fatigue, and accidents from fatigue.

To master the American accident experience will be a complicated and heavy task. It can be accomplished only by making "safety" a by-word in the U. S. The Confectionery Industry will cooperate to its fullest in helping to reduce the accidents which prevent this country from achieving its greatest war production effectiveness.

## THE FOREMAN'S NOTEBOOK

Every candy foreman has experienced, at some time or other, a real need for practical and authoritative suggestions and reminders on care of equipment. To further broaden its editorial service to the industry, THE MANUFACTURING CONFECTIONER has arranged to bring in each month's issue a practical talk on the care of equipment or some mechanical problem. Equipment will operate more smoothly and have longer life if it is properly cleaned and serviced every day. This series of talks will be published in booklet form later.—The Editor.

### Motor Maintenance

★ Electric motors are the muscles of industry and if they are regularly serviced they will give dependable, long-time service. Neglect leads to breakdowns—with consequent interruptions in production—and, perhaps, to fire. The following "ten commandments of motor maintenance" should always be observed:

- I. Open-type motors should be blown out weekly; those operating under severe conditions, daily. Use no more than fifty pounds of pressure to avoid possible damage to insulation.
- II. Follow manufacturer's instructions in lubricating motors. Too much oil is as bad as too little, causing deterioration of insulation.
- III. Inspect bearings weekly or oftener. Feel temperatures, examine for excessive end play, and make certain oil rings are working.
- IV. Inspect brushes and commutators weekly or oftener. Make certain brushes are seated perfectly and commutators are smooth. Use proper grade of carbon brushes to prevent wear of commutator and reduce sparking.
- V. Where motors operate with excessive belt tension, check the air gap between rotor and stator every week. A monthly check of motors in average use is sufficient. Difference in the width of the gap around the circumference of the rotor will indicate extent of wear on bearings.
- VI. Where motor leads are exposed to view, check them weekly to see that connections are tight, well insulated and protected, and free from oil.
- VII. Inspect ground connections weekly, keeping them tight and in good condition. This is for the protection of employees, and for the proper operation of over-current protective devices.
- VIII. Set up a regular schedule for overhauling motors. Most motors should be overhauled annually, while those in severe use should be overhauled twice a year or oftener.

IX. Dismantle the motor for a complete overhaul job. Wash all parts with carbon tetrachloride or some other safety solvent. Paint the windings with a good, oil-resisting insulating varnish.

X. Keep the area around the motor as clean as the motor. Arcing frequently ignites oily material that has not been cleaned up.

★ When fire breaks out in or around a motor, shut off the power before attacking the flames, if possible. This will eliminate damage to the motor and prevent continued arcing from re-igniting the fire. When the motor or conductors are dead, direct the fire extinguishing agent into the motor or upon whatever is burning, just as in any other fire.

—Safety Research Institute

### McKinstry Elected Imperial President



C. H. McKinstry

Cecil H. McKinstry, son of Samuel D. McKinstry, who together with Chester Roberts and W. T. Whitney organized the Imperial Candy Co., Seattle, Washington, in 1906, has been elected president of the company, to succeed Mr. Roberts, who died early in November. Samuel D. McKinstry was elected chairman of the board of directors. C. L. Vanderberg, who joined the company in 1919 as export manager, and has been continuously identified with the company's sales department since that time, was made vice president and sales manager. C. C. Land was elected secretary-treasurer. Cecil McKinstry has been identified with Imperial Candy since his graduation from the University of Washington in 1922. He has been through all the phases of the business, working with his father and Mr. Roberts. He was assistant manager before Mr. Roberts' demise.



C. C. Land



C. L. Vanderberg



## EDITORIAL



### Industry Simplification

To the greater part of the confectionery industry, the job of simplification has been motivated to a large extent by profit considerations. Some of it has, of course, been dictated by shortages of materials and the labor supply. It is time, now, to look at this problem from several other angles, since it is simplification, not concentration, which the government agencies are thinking about with reference to the confectionery industry and other industries in similar categories. This trend of thought is directed by the need for supplying greater manpower to those industries working directly on the production of war materials. Labor statistics of many industries are being scrutinized to find just how much labor an industry may need and how little it can get by on. In this respect, the larger confectionery plants will be particularly checked.

This, then, is a very important consideration by which confectionery plant management must guide its future policy with reference to planning lines, actual production of those lines, packaging, and, in the case of the retail manufacturers, sales work in their stores. Labor indexes for the past year show little month-to-month change in the confectionery industry by comparison with former years. The over-all yearly average of wage earners employed in confectionery plants last year is about the same as for previous years, possibly down just a fraction. Poundage reported to the Department of Commerce is also showing a steady decrease since September 1942. However, the figures on poundage are slightly misleading, since these figures do not include the huge amounts of candy now produced for the various ration issues of the Armed Forces.

On another page of this issue is described a simplification project introduced by a candy retail manufacturer in Pittsburgh. In this case the change in policy from customer-choice selling to pre-packaging has been directed by labor shortages of certain raw materials. It has enabled the chain's individual stores to serve customers without additional help; it has cut down the time for each over-the-counter transaction; and it has helped to effect a more equitable distribution of short-rationed candies, especially chocolates. What Dimling is doing in Pittsburgh, Loft's are also trying out, in somewhat different form, in their New York stores. Both are examples of simplification dictated by shortages and the profit motive.

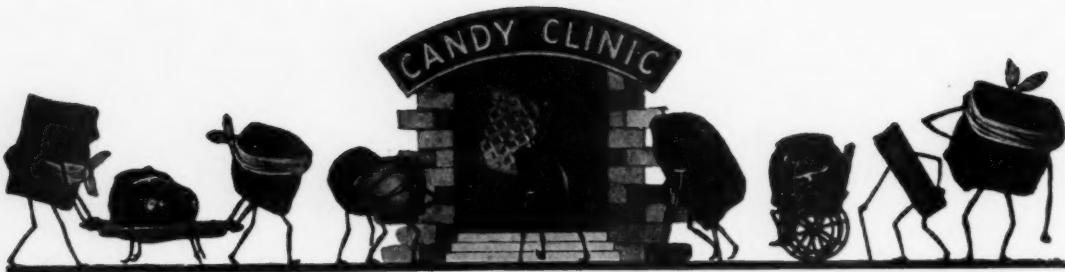
There is a great deal of experimentation going on now in Government agencies charged with finding man power for direct war production. Each industry has its own

problems, of course. Where a few years ago industries were asked to make room for all the help they could take on, today they are being asked to mechanize and to eliminate as much manual work as possible. In the candy industry this calls for the elimination of hand work wherever possible. It means straight line production as far as possible. It means elimination of lines requiring much hand labor and replacement with lines that can be largely machine-produced and machine-packed. It means getting down to simplest forms in packages and in the actual operation of putting candy into containers. It means elimination of multi-color package design, simpler boxes, elimination of gew-gaws and doo-dads, so that there may be labor-saving, also, in those industries supplying these things to our industry.

It will be somewhat up to the Government to make such labor saving possible in our industry. For instance, if there is to be greater mechanization of candy production processes, then the agencies charged with priority regulations, etc. must loosen up somewhat so that confectionery manufacturers are less restricted in machinery and equipment purchases than at present. Repair and maintenance of existing equipment must be facilitated by removal of the cumbersome maneuvering which must be done now to obtain metal required for such work. There must be a recognition on the part of the manpower commission that this industry is still somewhat seasonal and that our labor requirements are higher at certain times of the year than at others. Nevertheless, this does not relieve the manufacturer from giving a great deal of thought right now to labor saving and simplification of his whole production policy.

### "Joe" Weaver

To his unlimited circle of friends, the death of "Joe" Weaver will leave a gap impossible to fill. He had no "acquaintances"; to meet "Joe" was to become his friend. His untiring efforts in the interests of those friends, and of the industry he served so long and so well, are a far better and more lasting monument to him than anything that could be done in stone or iron. We have reason, on this publication, to remember his friendship. His activities were never limited to the narrow confines of his job. He was gloriously a gentleman-at-large, with a gracious background of the Old South and all that it stands for. May his memory shine as a flaming example to all who were fortunate enough to know him.



## THE INDUSTRY'S CANDY CLINIC HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus avail-ing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "pre-scriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

### *Holiday Packages; Hard Candies*

#### CODE 1A43

##### Assorted Chocolates—1 lb.—\$1.00

(Purchased in a drug store,  
Chicago, Ill.)

**Appearance of Package:** Good.

**Box:** Two layers. Oval shape, two gold paper handles. Bottom embossed lavender paper top white gold embossed paper, gold seal on box, Christmas card pasted on cellulose wrapper also gold ingredient seal on side. Chip board carton.

**Appearance on Box on Opening:** Fair  
—See Remarks.

**Number of Pieces:** 45—3 panned hard candy pieces shaped as almonds.

**Coating:** Milk Chocolate.

**Color:** Good.

**Gloss:** Fair.

**Strings:** Very plain.

**Taste:** See Remarks.

**Centers:**

**Brazils:** Good.

**Molasses Hard Candy:** Good.

**Vanilla Brazil Caramel:** Good.

**Molasses Coconut Hard Candy:**  
Good.

**Chocolate Nut Fudge:** Had a bad scrap taste.

**Vanilla Cream:** Good.

**Molasses Sponge:** Good.

**Vanilla Nougat:** Fair.

**Vanilla Caramel:** Fair.

**Maple Cream:** Fair.

**Peppermint Cream:** Not a good peppermint flavor.

**Panned Hard Candy Pieces:** Good.

**Assortment:** Too small.

**Remarks:** Coating and centers are not up to the dollar standard. Too many pieces of the same kind. Dividers are needed in top and bottom

layers as box did not "open up" well. Box is too large for one pound of chocolates. Dipping was very carelessly done, many pieces were only partly covered. No doubt, the manufacturer is aware of the ruling that went into effect December 15, 1942 that no solid chocolate decorations are allowed on a chocolate dipped piece. If not, we suggest you get a copy of this order from the W.P.B.

#### CODE 1B43

##### Panned Chocolate Pieces 1 1/4 ozs.—5c

(Purchased in a cigar store,  
Boston, Mass.)

**Appearance of Package:** Good.

**Size:** Good.

**Container:** Board tube printed in Buff and Brown.

**Contents:** Panned chocolates, small round pieces.

**Panning:** Good.

**Finish:** Good.

**Colors:** See Remarks.

**Center:**

**Texture:** Good.

**Taste:** Good.

**Remarks:** A good eating piece. Suggest the colors be toned down as they are entirely too deep. Some consumers would not eat candy with deep colors used on these pieces.

#### CODE IC43

##### Chocolate Fudge Marshmallow Sandwich—2 1/2 ozs.—5c

(Purchased in a retail store,  
Boston, Mass.)

**Appearance of Bar:** Good.

**Size:** Good.

**Wrapper:** White glassine printed in blue and yellow.

**Bar:** Bar has a layer of marshmallow with a layer of chocolate fudge on top and bottom.

**Coating:** Fair.

**Center:**

**Marshmallow:** Good.

**Fudge:** Good.

**Remarks:** A good eating bar. Bar is different and should be a good seller.

#### CODE ID43

##### Sweet Chocolate Novelties 4 ozs.—33c

(Purchased in a department store,  
Chicago, Ill.)

**Appearance of Package:** Good.

**Box:** Christmas Scene in red, green, white and black, tied with red grass ribbon. One layer type.

**Appearance of Box on Opening:** Good.

**Contents:** Assorted solid chocolate novelties wrapped in cut green cellulose, one cellulose wrapped hard candy stick.

**Chocolate Novelties:**

**Moulding:** Good.

**Gloss:** Good.

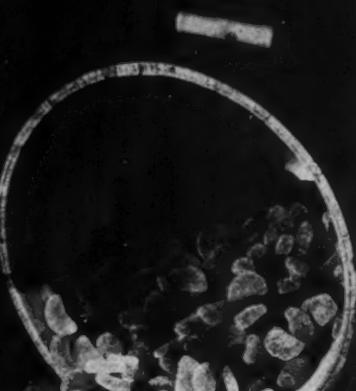
**Taste:** Good.

**Hard Candy Stick:** Good.

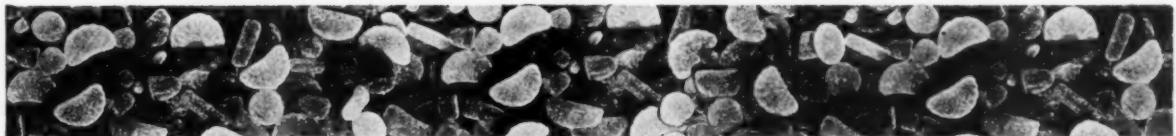
**Foiled Solid Piece of Chocolate:** Good.

**Remarks:** A good looking novelty box. Quality of chocolate is good. The manufacturer may not be aware of the fact, but all types of chocolate coated and solid chocolate pieces are not to be manufactured after December 15, 1942. If you are planning on any chocolate novelties for

**BEST "TIP" ON  
THE MARKET**



## **EXCHANGE PECTIN GOODS**



### **LOOKING FOR A MONEY-MAKER?**

Wherever sold, Exchange Pectin Jelly Candy is first choice—pays off promptly in fast-growing repeat business. With Exchange perfected formulas and the proved economy of Exchange Citrus Pectin, you can't miss making profits.

*Run a test batch yourself*—see the brilliant clarity and always-tender texture of Exchange Pectin Candy. Learn how it cuts production time—sets and cools in a few hours—packs perfectly in bulk. Then try one—and see if you can keep from eating another. For proof of profit, use the coupon now.



**CALIFORNIA FRUIT GROWERS EXCHANGE  
PRODUCTS DEPARTMENT  
ONTARIO, CALIFORNIA**

189 W. Madison St., Chicago

99 Hudson St., New York

California Fruit Growers Exchange  
Products Dept., Div. 201, Ontario, California

Send us costs and specifications on Exchange Pectin Goods.

Firm Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_

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## CANDY CLINIC SCHEDULE FOR 1943

The monthly schedule of the Candy Clinic is listed below. When submitting items, send duplicate samples by the 1st of month preceding the month scheduled.

- JANUARY—Holiday Packages; Hard Candies  
FEBRUARY—Salted Nuts; Chewy Candies; Caramels  
MARCH—Assorted One-Pound Boxes of Chocolates  
MAY—Easter Candies and Packages; Molded Goods  
JULY—Gums and Jellies; Marshmallows  
AUGUST—Summer Candies and Packages; Fudge  
SEPTEMBER—Bar Goods of all types  
OCTOBER—Home Mades: 5c-10c-15c-25c Packages Different Kinds of Candies  
NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces  
DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

Easter, Mother's Day, etc., we advise you to get a copy of this order from the W.P.B.

### CODE 1E43

#### Coated Fruit and Nut Bar 1 1/4 ozs.—5c

(Purchased in a department store, New York, N. Y.)

**Appearance of Bar:** Good. Wrapper printed in red, yellow and dark blue.  
**Size:** Good.  
**Coating:**  
Light: Fair.  
Center:  
Color: Fair.  
Texture: Too dry.  
Taste: See Remarks.

**Remarks:** Suggest the rum flavor be left out of the center. Center would be good eating if it had more moisture in it. Coating is not up to the standard of other 5c bars on the market.

### CODE 1F43

#### Chocolate Mints—5 ozs.—5c

(Purchased in a department store, Chicago, Ill.)

**Appearance of Package:** Good.  
**Box:** Long and narrow, one layer type, white printed in green, gold and red cellulose wrapper.  
**Appearance of Box on Opening:** 4 pieces broken and crushed. See Remarks.  
**Coating:** Dark.  
**Color:** Good.  
**Texture:** Good.  
**Flavor:** Good.

**Remarks:** A good eating peppermint wafer. Suggest dividers be used as box did not "open up" well.

### CODE 1G43

#### Assorted Hard Candy—10 ozs. 25c

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Jar:** Fair.  
**Glass Jar:** Round type, white cap, gold seal printed in blue.  
**Colors:** Fair.  
**Stripes:** Very poor choice in using different colored stripes.  
**Workmanship:** Fair.  
**Gloss:** Fair.  
**Flavors:** Fair.  
**Centers:** Very little and too hard.  
**Remarks:** While jar is cheaply priced at 25c, the workmanship could be improved.

### CODE 1H43

#### Filled Raspberries—1 lb.—35c

(Purchased in a department store, Chicago, Ill.)

**Appearance of Jar:** Good.  
**Jar:** Round glass jar, white cap, seal printed in gold and lavender.  
**Color:** Good.  
**Shape:** Good.  
**Gloss:** Good.  
**Flavor:** Good.  
**Center:**  
**Texture:** Good.  
**Flavor:** A trifle too strong.  
**Remarks:** A well made filled piece but suggest flavor in center be checked up as flavor is too strong. Cheaply priced at 35c.

### CODE 1I43

Peppermint Twists—12 sticks—10c  
(Purchased in a department store, Chicago, Ill.)

**Appearance of Package:** Good.  
**Size:** Good. Twelve sticks wrapped in cellulose tied with blue cellulose ribbon, white seal inside printed in red.

**Color of Stripes:** Good.  
**Gloss:** Fair.

**Workmanship:**

Spinning: Good.

Flavor: Good.

**Remarks:** The best package of its kind that we have examined this year. Cheaply priced at 10c.

### CODE 1J43

#### Assorted Hard Candies —14 ozs.—50c

(Purchased in a retail candy shop, New New York, N. Y.)

**Box:** One layer, printed in red, green, white, yellow and blue. Santa Claus scene, white paper wrapper tied with red, white and blue cord.

**Appearance of box on opening:** Good. All pieces wrapped in cellulose.

Peppermint Sticks: Good.

Peppermint Canes: Good.

Long Flat Chips: Good.

Pops: Good.

Fancy Clear Shapes: Good.

**Remarks:** Assortment good. Candy is well made, very good flavors. Neatly packed, attractive box top.

### CODE 1K43

#### Fruit Candy with Vitamins —2 ozs.—10c

(Purchased in a drug store, New York, N. Y.)

**Appearance of Package:** Good.

**Box:** Folding, white printed in dark blue and yellow.

**Coating:** Dark.

Color: Good.

Gloss: Good.

Taste: Good.

**Center:** Fruit paste, no outstanding flavor.

Color: Good.

**CANDY TIED WITH**

**Means**

**MORE SALES**

We have largest stock in the Middle West

Satin—Messaline—Tinsel—  
Novelty Ribbons—Rib-O-Nit—  
Ready-Made Bows—and  
Rosettes.

Immediate Delivery

**R.C.TAFT CO.**

429 W. RANDOLPH ST.

CHICAGO

**Texture:** Good.  
**Taste:** Fair.

**Remarks:** We doubt if this piece will appeal to the "every day" consumer of candy as there isn't anything outstanding about the bar. Highly priced at 10c.

#### CODE 1L43

##### **Assorted Cellulose Wrapped Hard Candies—1 lb—40c**

(Purchased in a retail chain candy store, San Francisco, Cal.)

**Appearance of Package:** Good.

**Box:** Folding, white printed in brown tied with brown grass ribbon. Red, Amber and plain color cellulose wrappers.

**Colors:** Good.

**Gloss:** Fair.

**Flavors:** Good.

**Remarks:** Good eating hard candy, cheaply priced at 40c the pound.

#### CODE 1M43

##### **Assorted Chocolates—12 ozs.—29c**

(Purchased in a chain drug store, New York, N. Y.)

**Appearance of Package:** Good.

**Box:** Two layer type, extention edges. Colors red, blue, green and white Christmas candles and Holiday spray embossed in gold, cellulose wrapper.

**Appearance of Box on Opening:** Fair.

**Number of Pieces:** 8 Light coated, 15 dark coated, 1 foiled.

**Coatings:** Light and dark; Cheap tasting.

**Centers:** Light coatings.

Nougat: Fair.

Chocolate Caramel: Fair.

Raspberry Cream: Fair.

Vanilla Taffy: Fair.

**Centers—Dark Coated:**

Vanilla Cream: Fair.

Cream: Could not identify flavor.

Orange Cream: Fair.

Chocolate Caramel: Fair.

Vanilla Taffy: Fair.

Foiled Piece: Lemon Cream: Fair.

**Assortment:** Too small.

**Remarks:** Of course, we cannot say too much about quality at the price of 29c for 12 ozs.

#### APRICOT MINCE MEAT VANILLA CUSTARD IMITATION ROOT BEER FRUIT CPD W99 CHOCOLATE GRENADINE FLAVORS

*George Jueders & Co.*

427-29 WASHINGTON STREET - NEW YORK

CHICAGO: 510 N. Dearborn Street  
MONTREAL, CANADA, 361 Place Royale

SAN FRANCISCO: 56 Main Street

#### CODE 1N43

##### **Coated Fig Crackers—**

**1½ ozs.—5c**

(Purchased in a drug store, New York, N. Y.)

**Appearance of Bar:** Good.

**Size:** Good.

Two pieces on a board, blue printed seal, plain cellulose wrapper.

**Coating:** Fair.

**Center: Cracker:** Good.

**Fig:** Good.

**Remarks:** If this bar had a good chocolate coating it would be a good eating bar. Coating spoils the taste of the bar.

#### CODE 1O43

##### **Assorted Chocolate Coated Creams—(No price stated)— (No weight stated)**

(Sent in for Analysis No. 4408)

**Sold in Bulk.**

Each piece is wrapped in printed wax paper.

**Coating:** Dark.

**Color:** Good.

**Gloss:** Fair.

**Strings:** Very plain.

**Taste:** Good.

**Centers: Vanilla:** Good.

Peppermint: Lacked flavor.

**Remarks:** We have no way of knowing if there are other flavors, as all we could find were the vanilla and peppermint. We do not consider these creams good eating as they are too soft. No doubt, these creams may be a good seller in a retail store, but doubt if they can be shipped any distance without breaking.

#### CODE 1P43

##### **Panned Red Cherries—1 oz.—5c**

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Package:** Good. Cellulose bag, paper clip printed in green.

**Color:** Good.

**Panning:** Good.

**Center of Gum:** Good.

**Flavor:** Good.

**Remarks:** Suggest a larger center and thinner jacket as the piece was too sweet which was caused by the thick jacket.

#### CODE 1Q43

##### **Milk Chocolate Coated Caramel Pecan Bar—1 oz.—5c**

(Purchased in a drug store, Chicago, Ill.)

**Appearance of Bar:** Fair.

**Size:** Good.

**Coating:** Milk Chocolate: Good.

**Center: Color:** Good.

Texture: Good.

Taste: Good.

**Remarks:** One of the best bars of its kind that the Clinic has examined in some time. Suggest a more attractive wrapper. For a 5c seller, wrapper is too plain.

## - Lecithin -

Patent 1,781,672 is now void and the use of Lechithin in Chocolate is without any Patent restrictions.

Our price and quality are right.

**J. C. Ferguson Mfg. Works, Inc.**

130-140 Ernest Street  
Providence, R. I., U. S. A.

**FLAVORS BY DREYER**

**Imitation**

**CHOCOLATE**

**Flavor G6**  
**\$8.00 Gal.**

Used to supplement cocoa in all chocolate products. Information and samples on request.

**P.R. DREYER INC.**  
119 WEST 19th ST., NEW YORK, N.Y.

**CODE 1R43**  
**Assorted Filled Hard Candies**  
**1 1/4 lbs.—79c**

(Purchased in a drug store, New York, N.Y.)

**Appearance of Package:** Fair.  
**Box:** One layer, printed in red, white and blue, light green cellulose wrapper.  
**Colors:** Good, excepting green, which was entirely too deep.  
**Stripes:** Good.  
**Gloss:** Good.  
**Flavors:** Fair.  
**Centers:** Most all too hard and lacked flavors.  
**Remarks:** Candy lacked flavors, centers were not up to standard. Very cheap looking box for this priced hard candy.

**CODE 1S43**  
**Assorted Hard Candies**  
**—1 lb.—60c**

(Purchased in a retail candy shop, New York, N.Y.)

**Appearance of Package:** Good.  
**Box:** White embossed paper, gold embossed tied with grey green ribbon. All pieces wrapped in printed cellophane.  
**Colors:** Good.  
**Gloss:** Fair.  
**Flavors:** Fair.  
**Remarks:** Candy is highly priced at 60c. Suggest flavors be checked up as they are not up to standard. Assortment is too small for a hard candy assortment.

**CODE 1T43**  
**Assorted Hard Candies**  
**—1 lb.—39c**

(Purchased in a retail candy shop, New York, N.Y.)

**Appearance of Package:** Fair.  
**Box:** Slip cover bottom, red top, white

printed in red.  
**Colors:** Good.  
**Gloss:** Good.  
**Stripes:** Good.  
**Flavors:** Good.  
**Remarks:** A good assortment and flavors were good for this priced hard candy.

### CLINIC SELECTIONS 1942

(Continued from December)

#### CODE 11H42

**Chocolate Coated Cherries**  
**—1 lb.—35c**

(Purchased in a 5c & 10c store, Chicago, Ill.)

**Appearance of Package:** Good.  
**Box:** Two layer, telescope type box, white printed in red and green clusters of cherries on top and sides. Cellulose wrapper.

**Appearance of Box on Opening:** Two broken.  
**Coating:** Fair.  
**Center:**

**Cream:** Good.  
**Cherries:** Good.

**Remarks:** The best box of cherries at this price that the Clinic has examined this year, at this price. Most of the cherries that we examined in this price range are of the cheapest kind of raw materials and have a rank taste in many cases.

**Review:** These cherries were outstanding and it is seldom that we find this quality in dark chocolate coated cherries at the price of 35c. Cherries were tender and of good size. Flavor was good and cream was mostly cordial. Coating was not of the best, but, we have to overlook something at the price of 35c for a one pound box of cherries.

#### CODE 11W42

**Panned Almonds—1/2 lb.—40c**

(Purchased in a candy store, New York, N.Y.)

**Sold in bulk.**  
**Colors:** Good.  
**Panning:** Good.  
**Finish:** Good.  
**Flavors:** Good.  
**Almonds:** Good.  
**Remarks:** The best Panned Almonds that the Clinic has examined in some time.

**Review:** Many panned Almonds that we examined were soft and tough. These almonds were brittle and had a good flavor. Panning was exceptionally well done, as were the colors.

#### CODE 11X42

**Panned Goods—Corsage Form**  
**—29c—No Weight given**

(Purchased in a candy store, New York, N.Y.)

**Appearance of Package:** Good. Folding box used, gold printed seal.

Panned Almonds are wrapped in plain cellulose and fastened to a stem, gold leaves in top and silk ribbon band, forming a corsage.

#### Almonds:

**Panning:** Good.  
**Color:** Good.  
**Flavor:** Good.

**Remarks:** An attractive and different novelty, well arranged and neatly put up. This package should be a good seller.

**Review:** While this novelty is outstanding, the quality of the candy was good. We find in many novelties that the quality of the candy is overlooked. Suggest this novelty be sold to High School Girls for dances, etc.

#### CODE 11V42

**Milk Chocolate Cordial Cherries**  
**—1 lb.—49c**

(Purchased in a candy store, New York, N.Y.)

**Appearance of Package:** Good.

**Box:** One layer bundle type, white printed in red and blue. Brown paper wrapper tied with brown twine.

**Appearance of on Opening:** Good. Each cherry wrapped in printed wax paper.

**Milk Coating:**  
**Color:** Good.  
**Gloss:** Good.  
**Strings:** Good.

**Center:**  
**Cherries:** Good.  
**Cordial:** Good.  
**Taste:** Good.

**Remarks:** The best one pound box of cherries, at this price, that the Clinic has examined for a long time. Very well made and of good quality.

**Review:** Box is very attractive and neat looking. Milk coating is the best that we have found on cherries even in higher priced boxes; had a good milk chocolate taste. Cherries and cordials were well flavored. Cherries could be improved upon as to their texture.



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THE MANUFACTURING CONFECTIONER

## CONFECTIONERS' BRIEFS

### Philadelphia Retailers Re-Elect T. A. Mealey

At the annual election of the Retail Confectioners Association of Philadelphia, held on Jan. 6, Thomas A. Mealey, of Fralinger's, Atlantic City, N. J., was re-elected president for the coming year. Other officers elected or re-elected include: First vice president, Henry J. Glaser, Dairy Maid Confectionery; second vice president, Joseph R. Schalleur; treasurer, Harry L. Young; financial secretary, Emanuel Linder; corresponding secretary, Theodore Marquetand. Directors nominated include: A. C. Fitzhugh, Edward P. Kruse, Thomas F. Quigley, James A. Levan, Albert B. Woods. Directors continuing on the board include: John A. Young, Leo Gall, Frederick Heckman, Charles W. Horton, Joseph Stappacher and Carl Winchester.

### New War-Time Food Program Is Set Up

U. S. Department of Agriculture's administrative set-up has been realigned into three major administrative units as a result of the President's Dec. 5 executive



H. W. Parisius

order which placed upon Secretary of Agriculture Claude R. Wickard "full responsibility for, and control over, the Nation's food program." The Department is regrouped into three units of which the following are new: Food Production Administration, headed by H. W. Parisius; and Food Distribution Administration, headed by Roy F. Hendrickson. Associate directors of these two new divisions are Clifford M. Townsend and Clarence W. Kitchen, respectively. Secretary Wickard also

recently named his new Food Advisory Committee which will assist him in carrying out the nation's war-time food program. The Advisory Committee consists of: Secretary Wickard, chairman; Maj. Gen. Edmund B. Gregory, U. S. Army's Quartermaster General; Rear Admiral W. B. Young, Navy Department; Edward R. Stettinius, Lend Lease Administration; Edwin W. Gaumitz, Board of Economic Warfare; M. Lee Marshall, WPB; Abe Fortas, Interior Department; Mr. Parisius, Food Production Director; and Mr. Hendrickson, Food Distribution Director. A member of the State Department will be named later.

### Poundage For November Decreases 14 Per Cent

An increase of 6% in dollar volume for November 1942 compared with November 1941 was reported by manufacturers of confectionery and competitive chocolate products, according to the Department of Commerce. Between October and November of this year, dollar sales increased 10%. For the 11 months ending November 30, dollar volume was 24% above that of the same period in 1941. The poundage of candy and competi-

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COFFEE FLAVORING**

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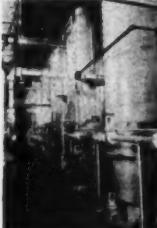
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**CLEANING**

tive chocolate products in November was 14% less than in the same month of 1941, and average price per pound was 19.9c, which was 3.7c higher than a year ago, and .9c higher than in October 1942.

### Letter from a Soldier

His former associates at the Natural Gas Pipeline Co., Chicago, received the following note from J. T. Litke, with Uncle Sam's Forces in his outfit, Co. K, 192 Infantry, now on overseas duty: "The American Red Cross opened a small place in the town where my passes take me. They have some papers from home, magazines, phonograph records, but no good old American candy." You can reach Private Litke (No. 36300603) through APO No. 41, Postmaster, San Francisco, Cal.

### Dudley L. Page,

#### Page-Shaw Founder, Dies

Dudley L. Page, a founder of the old Page & Shaw Candy Co., died at Lowell, Mass., recently, at the age of 97. Mr. Page started in the candy business as owner of a small taffy shop. He helped to make the Page & Shaw firm one of the leaders in the business during its life. Daggett Chocolate Co., Cambridge, bought out the Page-Shaw business some years ago. Mr. Page was born in Lebanon, N. H. and worked as a farm boy in his youth. He studied medicine and received his M.D. from Jefferson college, but never practiced. He is survived by his widow, Mrs. Ella Colderwood Page.

### Temporary Ceilings On Peanuts, Peanut Products

In an emergency action taken to prevent further sharp speculative advances in the prices of shelled peanuts, salted peanuts and peanut butter—commodities which have been exempt from price control since July 29, 1942—OPA on Dec. 24 clamped temporary 60-day ceilings on these products at each individual seller's peak sales period during the period from Dec. 19 to 23, 1942. The new order, Temporary MPR No. 23, became effective Dec. 29, and applies to sales of these commodities by all processors, wholesalers and retailers.

### "M. C." Manager Gives Advertising Talk

W. C. Copp, eastern manager of THE MANUFACTURING CONFECTIONER, delivered an address before the Advertising Media Class, Boston University, Nov. 16. His topic was "Advertising Is Like Editing," and presented methods of improving industrial advertising copy as used in business and commercial media. Mr. Copp presented the same address at Massachusetts Institute of Technology on December 15.

## SUPPLY TRADE NEWS

### Alex Hart, Former "M. C." Representative, Dies

Alex Hart, eastern representative for Savage Bros. Co., Chicago, died in a Brooklyn hospital, December 22. He is survived by his widow and a daughter. Mr. Hart was well known in the confectionery industry, especially in the East. He became associated with THE MANUFACTURING CONFECTIONER as this publication's Eastern representative in January 1922, after a career in the newspaper business. He remained in this position until November 1923, when he joined V. O. Hermann in the Candy and Chocolate Equipment Co., Inc., of New York. This firm obtained the exclusive agency in this country for the Gaebel and other imported confectionery and chocolate machinery and Mr. Hart was largely responsible for the successful introduction of this and other imported equipment into leading U.S. candy and chocolate plants. He became treasurer of the company and finally, in 1929, bought out Mr. Hermann's interest and became president of the firm. His association with Savage Bros. Co. dates back to the time of the formation of the Candy and Chocolate Equipment Company.

### Joseph Weaver of Baker Sales Staff Is Dead

Joseph Weaver, member of the sales staff of Walter Baker & Co., Dorchester, Mass., died Jan. 6, after a short illness. His death comes as a distinct loss to the confectionery and ice cream industries in which he was well-known and highly regarded. He had been associated with these industries for the past 50 years.

Mr. Weaver, or "Joe" as he was known everywhere, was born at Norfolk, Va., March 1, 1878. His career began with the United Soda Fountain Company, and later he became connected with the Crown Fruit & Extract Co., Peoria, Ill. With this concern he introduced on a national basis to the manufacturing confectionery trade the use of liquid cherries, strawberries, pineapple, raisins and kumquat for dipping purposes. This met with instant success and Mr. Weaver was soon known by the affectionate name of "Cherry King." His association with the chocolate and cocoa industry came as a natural step from his connection with the confectionery industry, and following his career in fruits, he became associated with Runkel Bros., Inc., New York, for nearly 15 years until the firm was liquidated. Five years ago he joined the bulk sales division of Walter Baker & Co., Dorchester, as New England sales division manager, and he was active in this capacity when he died. He was an active member of many trade associations and a regular attendant at confectionery meetings and conventions. He is survived by his wife, Charlotte M. Weaver and three sisters.

### Used Machinery Selling Price Rule Clarified

The selling price of used machinery, one of the factors in the definition of "critical industrial machinery" as given in General Limitation Order L-83, amended May 18, 1942, was clarified by Interpretation No. 1 of the Order, issued Dec. 17, 1942, by the director general of operations. The order provides that the value of the new or used critical industrial machine shall be its selling

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A Complete Pectin Product for Making Jellied Candies

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to Use  
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to Add

SPEAS MFG. CO. KANSAS CITY MO

# Get Yours Now!

A Practical Handbook on Proper Use and Care of Candy Coating Machines

## CHOCOLATE-COATING CANDIES BY MACHINE

By

Mario A. Gianini

Gen'l Supt., Wallace & Co., Brooklyn, N. Y.

HERE for the first time is a comprehensive Text on this most important phase of candy production—**A Primer for the Operator**, and for everyone else who is active in, or connected with Chocolate Work.

MR. GIANINI has drawn on his years of experience as a practical candy man to give you the full benefit of an unusual accumulation of first-hand information on the subject of Coating Machines and their every-day operation in the Candy Plant.

WRITTEN in simple, understandable language, this booklet should be in the pocket of every coating machine operator, on the desk of every plant superintendent, and in the library of every candy company executive.

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price. Interpretation No. 1 clarifies the term "selling price" by pointing out that in the case of a used machine the term includes not only the selling price of the used machine, but also the cost of such repairing or reconditioning as is necessary to make the machine an effective instrument. Thus, the sale of a broken-down machine at a price below the limitation established by the order, followed by related repairing or reconditioning, does not place the sale beyond the scope of L-83. This interpretation applies to machinery named in List A, attached to the Order.

### M. M. & R. Honors Two For 20 Years' Service

Magnus, Mabee and Reynard, Inc., New York flavor and essential oil manufacturers, honored two of its employees early in December for completion of 20 years of service in the firm. The occasion was marked by a dinner at the Hotel Warwick, New York, honoring Mark S. Barker and Miss Maryanne James, the two employ-

ees completing 20 years with M. M. & R. The firm's "20 Year Club" also inducted the two into membership at the dinner, at which Percy C. Magnus, president of the firm, and Henry J. Becker, member of the Club, made the principal addresses. W. F. Fischer, senior member of the Club, whose activities with M. M. & R. date back to 1907, was the toastmaster.



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### Allan R. Baker, Baker-Perkins Chairman, Dies

Allan R. Baker, chairman of Baker-Perkins, Ltd., English confectionery and baker's machinery manufacturer, died early in October after more than a year's illness. He was well known in the U. S. by virtue of his frequent visits to this country during the 24 years he headed the well-known supply concern, which has an active branch in the States. No announcement has been made as to Mr. Baker's successor.

### Weseman Joins Fritzsche 25-Year Club

Fritzsche Quarter of A Century Club recently installed its 18th member in the person of Hans P. Weseman, vice president and director of purchases of the company. Mr. Weseman was tendered a luncheon where F. H. Leonhardt, president, paid appropriate tribute to his long and valuable service to the firm. William A. R. Welcke, first vice president and treasurer, dean of the Club by virtue of his 57 years with the company, presented the new member with a substantial War Bond. Mr. Weseman also received a sterling silver service from the employees, as well as special gifts from members of his own department.

### Felton Holds Sales Convention in New York

Felton Chemical Co., Brooklyn, N. Y., manufacturers of aromatic chemicals, essential oils, perfumes and flavors, recently held their annual sales convention in New York. Among those attending the meeting were: Robert Felton, Los Angeles, manager of the Mid-Western division; Hans Dresel, Philadelphia, manager of the branch in that city; and William Zuckerman, Boston, manager of the New England division.

### Monsanto St. Louis Plant Now "John F. Queeny" Plant

In honor of the memory of the founder and first president of Monsanto Chemical Company, the board of directors of the company has decreed that the St. Louis plant of the organic chemicals division of the plant shall henceforth be called the "John F. Queeny" plant. The announcement was made recently at a ceremony at which the plant received the Army-Navy "E" production award. This plant is on the site of the company's original plant which was started in St. Louis in 1901 by Mr. Queeny, to manufacture saccharine. It is now making over a hundred chemical products—chiefly organic intermediates, fine chemicals and pharmaceuticals. John F. Queeny served as president of the firm until 1928, when he was succeeded by Edgar Monsanto Queeny, his son.

### Wood Link Mat Replaces Rubber

Development of substitute materials in the manufacture of matting for work areas in foods plants, stores, soda fountains, etc., became a vital necessity when rubber and other materials were put on the critical list. The research staff of American Mat Corp., Toledo, Ohio, have come up with a number of most acceptable mats made of other than critical materials and in some instances, at least, the new types stand up better than did the originals. A flexible wood link matting is one of the new types. It is constructed substantially of wood links and is light in weight, easy to clean, and can be rolled up handily. The ends are beveled to reduce danger of tripping and the mat follows the contour of the floor.

### Handbook Describes Food Plant Cleaning Procedure

A new 42-page, illustrated handbook for food processing plants, titled "Food Plant Cleaning Handbook," has just been published by Magnus Chemical Co., Inc., of New Jersey. The handbook discusses in detail the cleaning problems connected with practically all the divisions of the food processing and packing industries, with the exception of the dairy and baking industries. There is a section on cleaning operations in confectionery plants. The handbook also contains sections on hand cleaning in food plants, elimination of sludge in fuel tanks, window cleaning, truck fleet maintenance cleaning operations, etc. Copies are available.

### Minneapolis Candy Firm Receives Citation

Fanny Farmer Candy Shops, Inc., Minneapolis, Minn., was awarded a citation from the U. S. Treasury Department for distinguished service in the war savings program, at a dinner held at the Radisson hotel, recently. John D. Hayes, Rochester, N. Y., president of the company, attended the dinner at which honor guests included Mayor Marvin L. Kline, D. E. LaBelle, Michael Dillon, and O. J. Arnold.

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## CITRIC ACID TARTARIC ACID CREAM OF TARTAR SODIUM CITRATE

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KOKOMIX . . .	Substitute Cocoa	Cwt. . . . .	16c Lb.
NUTCO . . . .	Substitute Coconut	Cwt. . . . .	18c Lb.
CITRINE . . . .	Substitute Citric Acid	... \$3.75 Gl.	
FINESCOVEE . . .	Substitute Instant Coffee . . . . .		30c Lb.

Replacement products for Cocoa, Coconut, Citric Acid and Soluble-Coffee type Flavor. Write for samples. Good lines for brokers, supply jobbers.

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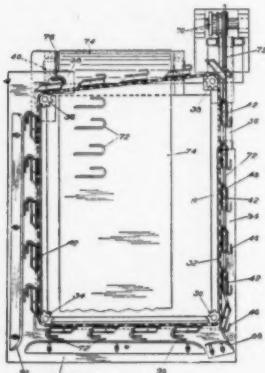
## PATENTS

The following memorandum relating to Patents is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C. The trade-marks were recently published by the U. S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.

**2,246,243**

### MACHINE FOR WRAPPING LOLLIPOPS

Francis Ross Clark, Springfield, Mass., assignor to Package Machinery Company, Springfield, Mass., a corporation of Massachusetts. Application September 26, 1938, Serial No. 231,779. 34 Claims. (Cl. 93—5)

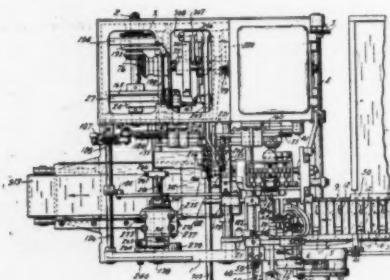


1. A machine for wrapping lollipops comprising an endless conveyer having a straight run and a semi-circular run, a series of clamps carried by the conveyor each formed to engage opposite sides of the partially wrapped head of a lollipop with the lollipop stick extending at right angles to the direction of travel of the clamp, means to deliver to each of said clamps a lollipop having a wrapper draped in U-form around its head with an intermediate portion of the wrapper extending across the end of the head and the ends of the wrapper extending in the direction of the stick, folding means adjacent the straight run of the conveyer to complete the folding of the wrapper around the head of the lollipop while the wrapper and lollipop head are held by said clamp, and twisting means adjacent the semi-circular run of the conveyer to twist the wrapper around the lollipop stick while the wrapper and lollipop head are still held by said clamp.

**2,246,420**

### MACHINE FOR MAKING CANDY CANES

Robert I. Strongin, Chicago, Ill. Application November 12, 1940, Serial No. 365,193. 20 Claims. (Cl. 107—4)



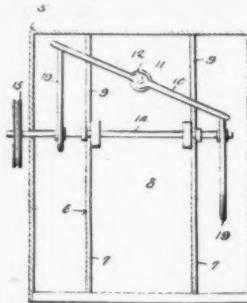
1. A machine for cutting and shaping plastic material, comprising a framework, means for moving a plurality of cutting and shaping dies around the framework, each die including holding means, cutting means, shaping means and an ejector mechanism, means for introducing the plastic material in rod form into the dies in succession as they travel around the framework, and means cooperating with said cutting, shaping and ejecting means to produce and discharge from the machine a completed article.

**2,258,105**

### CANDY POLISHING MACHINE

Charles Silvestri, Somerville, Mass. Application October 29, 1940, Serial No. 363,379. 1 Claim. (Cl. 107—44)

In a candy brushing and polishing machine, a body portion, a horizontal power shaft mounted within the body portion, a brush shaft mounted within the body



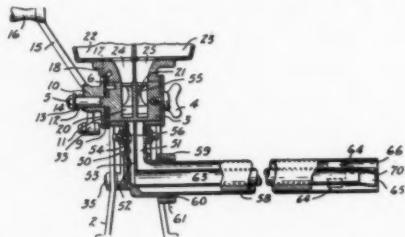
portion and extending at right angles to the power shaft, a rocker arm secured to one end of the brush shaft, disks eccentrically mounted and the power shaft and engaging the rocker arm at points adjacent to the end thereof, the disks being arranged so that when the wide portion of one disk moves upwardly, the wide portion of the adjacent disk moves downwardly imparting an oscillating movement to the brush shaft, a brush connected with the brush shaft at a point intermediate the ends of the brush and extended horizontally therefrom and so constructed and arranged that a sweeping action is imparted to the brush as the shaft oscillates.

**2,271,767**

### APPARATUS FOR FORMING CONFECTIONES

Robert R. Hummel, East Cleveland, Ohio. Application March 4, 1938, Serial No. 193,963. 1 Claim. (Cl. 107—1).

Apparatus for making comestible bars comprising separate compartments for receiving and holding different



comestibles, separate pumps for the compartments to withdraw comestible material therefrom and advance the same, each pump including a cylinder and a piston slideable therein, and mechanism for actuating the pistons in synchronism including a pivoted arm and linkages connecting the arm to both pistons, one linkage being adjustable to vary the relative movement of the piston connected thereto with respect to the pivoted arm.

**2,258,716**

### CANDY DISPLAY TRAY

Reginald Ralph, East York, Ontario, and Harris Stanley Hall, Toronto, Canada. Application February 3, 1938, Serial No. 188,404. In Canada October 19, 1937. 1 Claim. (Cl. 206—72)

In a confectionery display package, a box, a tubular tray having upper and lower platforms for insertion in said box in spaced relation from the bottom thereof, said





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Scarcity of manpower places a premium on every labor-saving machine . . . Here's what you can do to insure steady production from your wrapping machines:

- 1 — *Place the responsibility* for proper care on *one person* — preferably your most experienced mechanic or maintenance man.
- 2 — *Cleaning.* Packaging machinery should be cleaned regularly. Luke warm water and soap are recommended. Live steam or air may blow particles into the mechanism. Don't use a screw driver or similar tool to remove foreign matter—it may damage some part of the machine.
- 3 — *Lubrication.* In some cases packaging machines require specified lubricants in certain spots; be sure the right ones are used. Write us for data if in doubt. Some lubrication points on the machine are not so easy to get at; see that they are not neglected. Check for plugged oil holes which prevent a proper flow of lubrication.
- 4 — *Keep the machine in proper adjustment.* All packaging machinery requires adjustment occasionally, and some types of machines are more delicately adjusted than others. A properly adjusted machine runs more smoothly, saves material and makes a better package.

*WHEN IN DOUBT*, consult us — we would rather help you prevent break-downs than to repair them. We will try to have our service men available when absolutely necessary.

**PACKAGE MACHINERY COMPANY**, Springfield, Mass.  
NEW YORK CHICAGO CLEVELAND LOS ANGELES TORONTO

Mexico: Agencia Comercial Anahuac, Apartado 2303, Mexico, D.F.

Argentina: David H. Orton, Maipu 231, Buenos Aires

England: Baker Perkins, Ltd., Peterborough

Australia: Baker Perkins, Pty., Ltd., Melbourne

# PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

# Salesmen Must Emphasize Candy's Value as Food

by S. W. HALLSTROM\*

Walter H. Johnson Candy Co.  
Chicago, Illinois

Salesmen can help tell an effective story of candy's food value in war effort.

Throughout the history of the industry, candy has been on the defensive. It has defended itself against certain doctors who claim candy is bad for you . . . it makes you fat . . . it is bad for your health . . . it causes diabetes. It has defended itself against certain dentists who claim that dental caries or tooth decay is caused by candy. Nutritionists and dietitians have



S. W. Hallstrom, Walter H. Johnson Candy Co., Chicago, Chairman of the Executive Committee, Council on Candy as Food in the War Effort.

expounded their theory that candy is bad because it is purely carbohydrate and doesn't contain the necessary vitamins, proteins, minerals and fats to nourish the body adequately. It has defended itself against unjust and unfair tax legislation by state and federal law-making bodies. It has constantly been obliged to arise suddenly to meet an emergency and to do the expedient thing at the time of the emergency.

That it has risen nobly to meet all these crises is due to the efforts of a few public-spirited men in the industry, but there is no reason why these emergencies should constantly arise. Throughout all these years the candy industry should have established itself as a highly nutritious, economical food and should have established its position and its inherent right to be classed as an essential food. Certainly candy IS an essential food! The very ingredients of which it is composed:

Sugar . . . Corn Syrup . . . Milk . . . Eggs . . . Nut Meats . . . Fruits . . . Gelatin . . . Edible Oils and Fats . . . and Chocolate

\* Brief resume of address made before the dinner meeting of the Western Confectionery Salesmen's Association, Sherman Hotel, Chicago, Dec. 18, 1942.

certainly establish the fact that the result of combining all of these products must produce food and must contain all of those properties in which nutritionists and dietitians claim candy is deficient.

This fact has become established with the result that the industry has been able to defeat such unfair taxation as state luxury taxes, a government excise tax on candy.

*But candy is much more than a food! CANDY IS AN INSTITUTION! IT IS PART OF THE AMERICAN WAY OF LIFE!*

Honestly, isn't it one of the things which we are fighting for in this war? Candy isn't just boiled sugar, colored and flavored to please the eye and the tongue, nor is it a beautiful, pastel-shaded box decorated with ribbons and cellophane, containing expensive little tidbits.

Candy is the sticky, gooey chunk of candy that the kid from back of the Yards or from Riverside Drive smears all over his face and for which he would scream if you would attempt to take it away.

It is the candy bar that office workers, the students, the truck driver, defense worker, yes, even soldiers, eat to satisfy that craving for sweets and to get the additional energy that candy supplies.

Candy is the line-up of assorted bulk candies that you see in the 5c & 10c Stores, selling at 10c, 20c, 30c, 40c and 50c per pound. It is also the beautiful box of candy which expresses the sentiments of a sweetheart or the means whereby so many husbands are kept out of the doghouse.

You now know of the efforts which are being put forth by the Candy Industry to get all this information before the general public and also before those people who control our destiny and who may have some misunderstanding or misconceptions as to the value of candy not only as a food but as a morale-building item in the war effort. This work is being conducted by the Council on Candy as Food in the War Effort.

The salesmen's particular job, it seems to me, is to carry this message to everyone in the industry with whom they come in contact. That means: first: yourself; second: your customers; third: the factories you represent.

You, as salesmen, have a very definite object in life when you take upon yourself a job of not only spreading this information but of getting the active co-operation of all these branches of the industry with whom you come in contact. My urgent request is that you take this message to heart and act on it *enthusiastically and energetically*.

## Ribbons Add Gift Appeal and Glamor To Candy

CANDY has been a favorite gift item for years and years. In more recent years a great deal of other gift merchandise has come to compete with candy, but when those gift-giving holidays and other special events come 'round each year, candy still rates a high place on the giver's shopping list. But unlike much other gift merchandise, candy has lagged somewhat in the external "glamorization" which at times has given shopper preference to some other item with perhaps much less inherent quality and character.

With the reduction in lines of other gift merchandise resulting out of the shortages and curtailments of our war time economy, candy shops are again reminded of the need for giving attention to the decorative job that must be done in order to counteract the terrific impact of competition from other lines of merchandise in the post-war gift market. Many retail candy shops, already alert to this situation, are even now taking extra pains to "dress up" their packages so that they will impress themselves upon the subconscious of the gift shopper in search of that "special thing" with which to commemo-

rate a festive, glamorous or sentimental occasion.

Quite aside from the general appeal of the box of candy itself, a great deal can be done to add any one of these three "touches" to a generally good candy package by the effective use of ribbons. As a general rule, quality and taste appeal of the candy are taken for granted by the customer. To persuade the customer to think of candy in the same way as other, more expensive gift merchandise, however, requires an extra "dress-up" which effective use of ribbons and bows can accomplish.

Many candy merchants have had unusual success with attractively packaged candy boxes and gift assortments by arranging displays in the store window and on special counters, all done up in the same shade of ribbon. In this manner, special flavors or types of sweets featured roll up the volume. They also save considerable time in the actual sales transaction. These "special assortments" do not have to be packed and wrapped, for this has been done prior to the featuring of these packages in the windows and displays.

Altman and Kuhne, operating an exclusive candy shop at 700 Fifth Ave., New York, have made a specialty of featuring packaged assortments. For certain holidays a generous use of carefully-chosen ribbons, decoratively printed and tied in a variety of picturesque bows, makes it possible for this retail shop to decorate regular merchandise for almost all special events. Working closely with Taffel Bros., New York, ribbon manufacturers, Altman and Kuhne report excellent "seasonal" and holiday promotions with the use of ribbons of various colors, widths and designs. Ribbons bearing a particular holiday greeting make it possible for them to decorate their stock assortments for any occasion without necessity of re-packaging or special packaging. The accompanying illustration shows some of the effects which have been achieved.

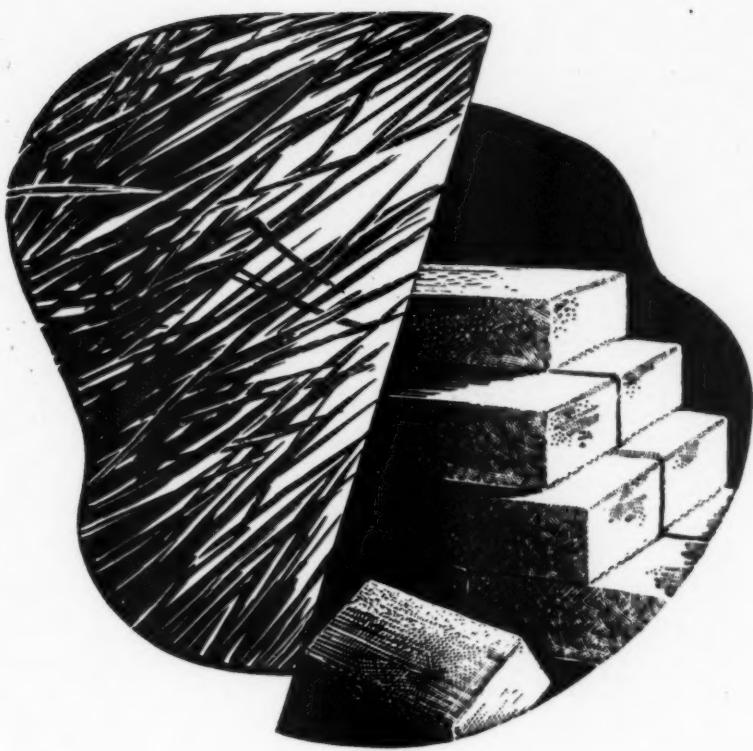
These effects have not been achieved overnight. Working with the ribbon firm's representatives, trained to demonstrate bows, knots and tying "tricks" to the trade, Altman and Kuhne developed their own special ties and bows. This service is available to other retail candy shops, also, and of considerable help will be the illustrated booklet, put out by the ribbon firm, which contains illustrated instructions for using ribbon as a decoration.

### National Popcorn Group Forms Association

At a meeting of the National Popcorn Association, made up of growers, processors and manufacturers, held in Chicago, Jan. 5, national officers were elected to replace temporary committees which had been appointed at the first meeting of the group in Wall Lake, Iowa, in December. Officers chosen include the following: C. W. Erne, Wall Lake, Iowa, president; William Dreeszen, Vail, Iowa, vice president; Leonard Blewitt, Schaller, Iowa, secretary; and B. A. Klein, Chicago, treasurer. Named to the executive committee for two year terms were the following: Hoover Brown, Marion, Ind.; L. L. McNally, Chicago, and W. T. Hawkins, Chicago. For one-year terms, the following were named: I. E. Weaver, Huntington, Ind.; William Ware, Trenton, Ky.; and H. J. McConnell, Detroit. The principal speaker at the Chicago meeting was W. T. Hawkins, of Confections, Inc., Chicago, who pointed out the need for concerted action for the continued development of the industry and urged immediate action in the functioning of the association.



Various packages offered by the Altman & Kuhne Candy Shop in New York, showing how these stock all-year packages are glamorized and given a seasonal touch through the careful use of ribbons and bows.



## MAKING BRICKS WITHOUT STRAW

The old adage said, "You can't make bricks without straw" . . . but it is being done today . . . and so are lots of other things that once seemed impossible. In the packaging industry, a few may have been obliged to set the clock back a little . . . but for the great majority, new discoveries have provided "bricks without straw" that are better than ever and that will continue to be used long after the war is over.

Every day these new wartime problems are being encountered . . . and every day the Riegel Mills are being called upon to assist in their solution . . . with Paper. Our work along such lines is not a sudden desire for "essential" business, but the continuation of many years as a leading producer and specialist in protective packaging.

The sale of a few of our papers is now limited . . . on most of them it is not . . . but in either event, we believe our technical research and practical experience will enable us to help you. Write us your requirements now.

**RIEGL PAPER CORPORATION**  
342 MADISON AVENUE • NEW YORK, N. Y.



# THE Manufacturing RETAILER



## Pittsburgh Retail Chain Speeds Store Service

One of the outstanding ideas met so far to solve at one time several problems confronting retail manufacturers during the war was seen in operation recently in the Dimling Candy Shops in Pittsburgh. This year, probably more so than in the last 20 years, it has been most difficult for stores of all kinds to hire that "extra" help which is needed for the holiday season. In addition, the candy manufacturers have also been restricted in the numbers and kinds of candies they have been able to offer holiday shoppers. Dimling's solved both problems rather ingeniously.

Formerly each of the 12 Dimling stores offered bulk chocolates and

other candies from which customers could choose at random to make up assortments in standard weight classifications. Without restrictions on the numbers and kinds of candy which could be offered in previous years, this was a handy arrangement, and stores offering this kind of service made much of it in their advertising and promotion. Nevertheless, the selection and packing of such assortments always took a long time.

This year, Dimling's removed all bulk chocolates, bon bons, etc. from their display cases, and in their places went paper trays filled with candies that were packed in the factory as they came off the produc-

tion line, or from the cooler. Each tray is a half-pound unit which can either be sold by itself or can be combined with other assortment units of similar size to make up one-pound or multiple-pound units. Where a half pound tray is sold by itself, all that is necessary is for the saleslady to put a cover on it, wrap it and hand it to the customer.

In the case of multiple-pound assortments, each tray is slipped into the proper size box—one on top of the other—and the entire box covered and wrapped. Some of these trays contain the same pieces throughout; in other cases, two or three different kinds of candy are used. As wide a variety as possible is offered in these ready-packed trays. Herbert Dimling, head of the Dimling chain in Pittsburgh, says this idea has made it possible to serve the Christmas rush without additional help in individual stores and without increasing the number of factory workers. Service to the individual customer has been greatly speeded up. Dimling's will continue this feature for the duration.

The Christmas season this year offered the firm an excellent opportunity to experiment with other types of merchandise offered in its stores. Fruit cakes and icebox-type cookies were introduced with tremendous success. Also, the stores had fine success with a full line of novelty toys, and these departments are going to be continued, with variations, for the duration.

Shown in the accompanying illustration is Dimling's pack for shipment to men in the service on which the firm enjoys an unusually good trade. The shipping container was developed for them by Keystone Box Co., York Pa., and the assortment is made up in prices beginning at \$1.50 up to \$5. The illustrated pack contains candy, salted nuts, fruit cake, popcorn crispies, crackers and a checker set. This is a \$2 item. In place of the checker set, the customer may also insert a box of fruit and nut candies.



Package for mailing to men in service developed by Dimling's, Pittsburgh. Various sizes and assortments are put up in different price ranges, with excellent sales.



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"SPECIALISTS IN THE PACKAGING FIELD"



**Check these packaging supplies**

CANDY MATS  
(Flossine, Padsit, Decopad)  
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SHREDDED PAPERS  
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EMBOSSSED PAPERS  
CHOCOLATE DIVIDERS  
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LAYER BOARDS  
DIE CUT LINERS  
PARTITIONS  
PROTECTION PAPERS

**and write for samples and prices**

**GEORGE H. SWEETNAM, Inc.**  
282-286 PORTLAND STREET, CAMBRIDGE, MASS.

**Cellophane Use  
Further Restricted**

WPB Limitation Order L-20, applying to cellophane and similar transparent materials derived from cellulose was amended on Jan. 4. Under the provisions of the amendment, use of cellophane is prohibited for the packaging, sealing or manufacture of a long list of items including candy products and chewing gum (including box wraps) but not including other use where necessary to protect the product itself. The amendment does not affect the use of window cartons and window bags for confectionery, which are specifically excepted in Par. b (26). The amendment also restricts inventories so that amounts of cellophane on hand plus deliveries during a given time do not represent more than a 45-day supply. No restriction with respect to use shall apply to any stock of cellophane which at the time when such restrictions were imposed by this amendment was (1) in the hands of a user, or (2) in the hands of a supplier and was so cut, processed or printed as to render impracticable its use in any manner not subject to restriction under this order.

**Miss Helmer, Sylvania Adv.  
Manager, Died, Dec. 25th**

Miss Florence T. Helmer, advertising manager for Sylvania Industrial Corp., New York, died suddenly at her home in New York on Christmas Eve. Miss Helmer was well known to the confectionery industry through her attendance at N.C.A. Conventions and Expositions over the past 10 years. The Sylvania booths, which she planned and attended personally, won top

honors on several occasions. No announcement has yet been made relative to her successor as advertising manager for Sylvania. Miss Helmer is survived by a sister, Mrs. Mary E. H. McCormick.

**DuPont Receives Safety  
Council Award**

A special award of honor "for distinguished service to safety" was presented early this month to E. I. DuPont de Nemours & Co., by the National Safety Council. In presenting the award, Col. John Stilwell, president of the Safety Council, said the DuPont Company had "one of the finest safety records ever made by an industrial organization in the history of the U.S." The report showed that 38 of the DuPont plants had no reportable accident in at least 18 months, or 11,000,000 man-hours without reportable accident.

**Paper and Pulp Industry  
Technicians Meet Feb. 15**

The Technical Association of the Pulp and Paper Industry will hold a 4-day convention at the Commodore hotel, New York, on February 15 to 17, 1943. It is predicted that more than 1000 managers, operating men and technologists in the paper and container industries will attend to discuss wartime technical problems. Discussions will feature the progress being made toward relieving the critical materials shortage by the development of new packaging materials and containers. These developments will be dramatized in an exhibit of these new products made from paper and paperboard. Firms wishing to display packages and containers for their



**ALWAYS  
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## **WRAPPING MACHINES**

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always dependable.

Write For Complete Specifications and Prices

**IDEAL WRAPPING MACHINE CO.**

EST. 1906

MIDDLETON, N. Y. - - - U. S. A.

pendable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

Industrial groups, another to Mother's and Women's groups, and another to the Youth of the nation. Each advertisement carries the National Nutrition Rules as prescribed by the Office of Defense Health and Welfare Services, and recommends Curtiss "Baby Ruth" candy as an excellent supplementary energy food that is a delicious, wholesome addition to a well-planned diet.

### White Heads Chicago Representatives' Group

Bob White, Doughboy Mills, Inc., was recently elected president of the Chicago Association of Manufacturers Representatives. Other officers and directors include: E. D. Johnson, R. B. Davis Sales Co., vice president; T. J. Reynolds, Standard Brands, vice president; J. P. Canepa, John B. Canepa Co., treasurer; O. P. Walters, G. Washington Coffee Co., secretary; H. L. Fisher, Bosco Co., assistant treasurer; and E. H. Teeter, Durkee Famous Foods, assistant secretary. Directors: J. B. Mulligan; J. F. Vogler, Corn Products Sales Co.; E. R. Shoop; H. C. Stickler; P. S. Joyce; C. J. Dare, General Foods Sales Co., and Ralph Keller.

### Simmons, National Starch Executive Dies

George M. Simmons, vice president and director of National Starch Products, Inc., New York, died recently at his home in Brooklyn, at the age of 59. Mr. Simmons was for many years one of the best known and outstanding authorities in the adhesive and starch industries, both in this country and Europe. He entered the employ of Stein, Hall & Co., at an early age, leaving to form his own company, the General Adhesives Corp. Later, with A. B. Meredith, he formed Meredith, Simmons & Co., Ltd., of Canada. In 1926, he merged all of his companies with the National Adhesives Corp., of which he became vice president and director.

### N.C.A. Announces New and Associate Members

At the board of directors meeting held in Chicago, Dec. 5 and 6, National Confectioners Association accepted the following firms into full membership: Euclid Candy Co., of Ill., Independent Candy Co., Kelling Nut Co., Susu Nut Co., Sisco Bros. Candy Co., all of Chicago, and Plantation Chocolate Co. of Philadelphia, Pa. and Keeley's, Inc., Salt Lake City, Utah. Two companies were also accepted as associate members. They are: Marwood Co., Inc., Chicago, and Earl L. Speer & Co., Chicago.

**RIBBONS by TAFFEL**

Ribbons dress up the candy box . . . Carry out YOUR ideas with TAFFEL RIBBONS and you'll increase sales. Samples and prices on request. Send for free instructive booklet.

**TAFFEL BROS., INC.**  
95 Madison Ave. New York, N. Y.

### CONFECTIONERY BROKERS

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KALAMAZOO, MICH.  
Territory: Michigan

H. L. BLACKWELL COMPANY

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Territory: Texas, New Mexico  
and Arizona

**WERTHY**  
TRADE MARK REG.

### RIBBON SPECIALISTS

Large Range of Ribbons  
For Candy Packages

Gauze Ribbons—Satin and  
Novelty Effects—Ribbonzene  
and Tinsels

"Where quality merchandise  
Costs no more."

**W-E-R RIBBON CORP.**

440 Fourth Avenue New York, N. Y.



#### MACHINERY FOR SALE

**MACHINERY FOR SALE:** 2 Baby Depositors. Best condition with 2 Reserve Pumps. Reasonable price. Apply European Style Candy Co., 203 E. 12th Street, New York, New York.

**ONE MINT MACHINE** with four rollers 12 inch size, one Barrel Dough Mixer, and one World Labeler. All in good condition. Close and Co., 2021 W. Fulton St., Chicago, Ill.

**MACHINERY FOR SALE:** Two 150 lb. Racine Chocolate Melting Kettles. Motors attached. Star DeLuxe Automatic Gas Nut Cooker. Both excellent condition. Barbara Fritchie Chocolate Shoppe, Box 644, Frederick, Md.

**FOR SALE:** 1 Lot Penny, 5 & 10c Flat Solid Chocolate, also 2 face Solid Chocolate, all year around, Easter and Christmas Moulds, 1 Lot of Push Cards. For full information and bargain low prices, write Love Manufacturing Company, 131 Henley Road, Overbrook Hills in Merion, West Park Station, Philadelphia, Pennsylvania.

#### MISCELLANEOUS FOR SALE

**MISCELLANEOUS: FOR SALE—** 500 pounds Florida Cold Pressed Orange Oil in 70-lb cases. Brand on request. Price \$1.75 per pound, net cash, F.O.B. Chicago. The Julep Company, 353 West Grand Avenue, Chicago, Illinois.

**FOR SALE:** Raffetto Brand No. 10 Cans, 2 Natural Pineapple for dipping, 1 Grenadine Pineapple for dipping, 1 Rum Pineapple for dipping, 1 Grenadine Dipping Grapes. Also 6M Cellophane bags— $1\frac{3}{4}$ " x 1 x  $5\frac{1}{2}$ , 300 P.T. Squares. Mrs. Gotschall's Home Craft Candies, 608 North Sixth St., Vincennes, Indiana.

#### MACHINERY FOR SALE

**TWO Package Machinery Model KH** long salt water taffy cutting and wrapping machine; two Mills batch spinners, and Hildreth factory size pulling machine. Very good condition. Address E-5424 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

**COPPER STEAM JACKETED KETTLES,** 25 gallon capacity to 250 gallon sizes, with and without agitators, ready for immediate shipment, excellent condition. Address E-5425, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

Candy Factory in Southern California for sale, established eighteen years, doing good business in penny and five cent numbers, well equipped for hard candy, marshmallow and chews. Employ sixteen people. Owner expects to be called by draft board. Address E-5427, c/o THE MANUFACTURING CONFECTIONER.

**FOR SALE.** Caramel Cutters, Thos. Mills & White 4-20", 2-15"; Ball Beater—5 ft.; Huhn Starch Dryer; Cut Roll Machine; Chocolate Kettles—National Equipment and Racine—2-500 lb, 5-300 lb, 2-150 lb.; Carrier Air Conditioning Unit—15 ton practically new; Revolving Pans 36" diameter; D. C. 120 V. Motors  $\frac{1}{4}$  to 13 H.P. Address Box C-3424 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

**RETIRING** from business. The machinery listed is all in good order and will be sold at a sacrifice. 1 Springfield Continuous Cooker, 1 Simplex Vacuum Cooker, 1 Hildreth Puller 200 lb., 3 Model M Die-pop Machines, 1 Package Lollipop Wrapper, 1 Werner Ball Machine, 3 Package Ball Wrappers, 1 Brach Machine & Conveyor, 1 Drop Machine 6 sets Rollers, 8 3 ft. by 8 ft. Steel Slabs, also kettles, batch warmers, scales, etc. Address C-3423 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

#### MACHINERY WANTED

**MACHINERY WANTED:** URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

**MACHINERY WANTED:** WANTED: FORGROVE OR ROSE WRAPPING MACHINE FOR WRAPPING HARD CANDY. Address A-1431, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

**EQUIPMENT WANTED**—We are in the market for all types of Candy Cutting and Wrapping machines both wax and cellophane. Model K and KD's and toffee, etc. Give us details and best cash price. Address J-10422, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

**IDEAL CARAMEL WRAPPING MACHINE** in A1 condition. Give full information. Address J-10424, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

**MACHINERY WANTED:** Caramel Cutters, Sizers, and Wrapping Machines. Address J-10425, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

**WANTED:** Two 22-B Wrapping Machines. Write or wire immediately. Address I-9421, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

**WANTED:** Package Machinery Model FA Wrapping Machine or other make to wrap 1 lb. Cherry boxes in plain or moisture proof cellophane. Describe fully and quote price. Address G-7424, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.



#### MACHINERY WANTED

**WANTED:** Package Machinery Wrapping Machine for Ball Pops and Suckers, L. P. Type. Advise Serial Number, condition and price desired. Close and Company, 2021 W. Fulton St., Chicago, Ill.

**WANTED:** L. P. 2 Sucker Machine and 22-B Hard Candy Wrapping Machine. Address F-6425, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

**WANTED:** Model LP-2 Sucker Wrapping Machine. Give full details, best price and delivery. Address F-6421, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

**WANTED** National Equipment or Greer 32" chocolate coater with cooling tunner and packing table. Three 2,000 lb. capacity chocolate melters and several 1,000 lb. Also 5,000 or 10,000 lb. capacity chocolate tanks. Advise condition, location, and when delivery can be made. Address E-5426, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

**WANTED—Filler, Tumbler and Choc. Molds for Hollow Goods.** Give best price, description and location. Write Box D-4423, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

#### HELP WANTED

**HELP WANTED:** We offer an excellent opportunity for steady employment to a high class chocolate foreman well acquainted with center making and enrober work. Write full details to A-1432, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

**HELP WANTED:** Retail Hard Candy Maker. Preferably a man with general retail experience. Open fire work. Adequate salary with Bonus. Permanent position. Age no barrier. Write giving full experience and references, and salary expected. Apply, Virginia Dare Confections, Inc., Baltimore, Md.

#### HELP WANTED

**HELP WANTED: CANDY COATER** for coating tablets and pills. Must have some experience either in pill and tablet or hard candy coating. For permanent position in pharmaceutical house in Philadelphia. Give full particulars as to age, experience and draft classification. Write Sharp & Dohme, Inc., P. O. Box 7259, Philadelphia, Pa.

**HELP WANTED: CANDY MAKER** must be experienced in cooking and spinning hard candy. For permanent position in pharmaceutical house in Philadelphia. 90c per hour. \$1.35 per hour overtime. Give full particulars as to age, experience and draft classification. Write Sharp & Dohme, Inc., P. O. Box 7259, Philadelphia, Pa.

**MOGUL MAN — Working foreman** capable of making all repairs on steel mogul. Operate an efficient department. Steady position. Transportation paid. Address K-11421, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

**Attention! Excellent Opportunity!** **WANTED:** All-around maintenance

man or first class stationary engineer. Excellent opportunity for advancement. Permanent position with top salary for employment in Saint Paul, Minnesota. Selected man must give A-1 references and stand investigation. Candy plant experience desirable. Write, giving age, experience, etc. Address K-11422, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

**HARD CANDY MAKER AND SPINNER**—about 35 to 40 years old—preferably a man who has also had general experience. Open fire cooking. Salary will be adequate. Midwest location. Write giving full experience and references. Address I-9426, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

**CANDY MAKER WANTED:** Competent, experienced all round candy maker familiar with cream, fudge and hard candies, reasonable hours. Good pay. J. C. Claeys Candy Co., South Bend, Indiana.

#### HELP WANTED

**ASSISTANT CANDY MAKER** wanted experienced on home-made types; good opportunity with progressive company in California. Write full details to I-9424, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

**CANDY:** A medium sized fancy packaged candy factory in the mid-west needs a working superintendent. We want a man who worked up from the kettle and is ambitious—about 35 to 40 years old. The man we are looking for likely hasn't received a salary commensurate with his ability due to his being in a large organization, probably, as an assistant—in an organization where advancement is slow (like a bank) and where his own abilities are outshone by those over him. We can offer a salary which will be adequate and an opportunity limited only by the man's ability. Write giving full experience and references. Address I-9425, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Illinois.

**MOGUL MAN WANTED.** Practical mogul operator, capable of making all repairs and overhauling moguls. Steady position to experienced man. Write giving full experience and references to Dilling & Co., Chocolate Ave., Indianapolis.

#### POSITIONS WANTED

**CONFECTIONERS**—Here is a man, thoroughly competent, in the operation of all types of Panned Goods. One that can produce on a large scale. Either for chain store distribution or for the Jobbing trade. Fully experienced and capable to manufacture all of your *Flavors*. Has had a real training in this line of work and with the use of scrap from all of your plant. Can assist you with his long experience, in problems from all of your departments. Would be available October 1st. Interested in negotiating a connection with an organization that requires real output and quality goods. Address I-9429, THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

# THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



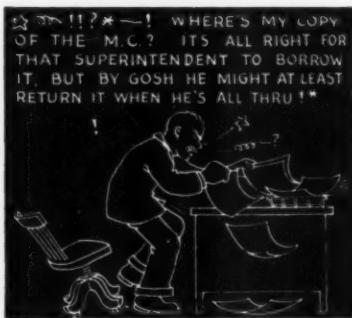
## POSITIONS WANTED

### POSITIONS WANTED — Factory

Manager or Superintendent, over thirty years manufacturing and sales experience. General line candy, capable of handling help efficiently, getting maximum output, with low cost production. Can give A1 references from leading manufacturers. Address L-12422, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

### SUGARLESS MANUFACTURER.

Superintendent or Ass't. Supt for big or small plant. Capable to produce highest quality of Confectionery of United States. With 20 years experience of general line manufacture of candy. Specialized for Fondant, Center cream. Fondant, Bon Bons Cream. Fondant, Dipping cream. Fondant, Nulomoline. Fondant, Mazzetta. Fondant, hand rolls cream. Crystallize Cream wafers, and Asst. Bon Bons cream in full. Cream center. Hard center. Casting caramels. Gum and jellies. Fudge. Marshmallow. Hand rolls center. And all casting candy, includes 5c bar, 1c line. Have own formulas, and able to bring new idea to producing quality at minimum cost, with steel mogul, and modern equipment. I have also experience in speeding up the production and can control the helper. Living in Illinois. Best reference. Position must be steady. Address J-10423 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.



## SALE REPRESENTATION

### POSITIONS WANTED — Candy

maker wants position in first-class retail store. Can make finest line of retail candies, chocolates, bonbons, hard candies, jellies, cream goods, nougat, etc. Can operate Friend Hand Roll machine. Address L-12421, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison Street, Chicago, Ill.

**EXPERIENCED** Candy broker covering Virginia, North and South Carolina desires Penny and 5c number novelties, contacting the wholesale candy syndicate and department store trade regularly. Address C-3421, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

**SALESMAN** covering Pennsylvania excluding Philadelphia will consider taking on a short line or several good specialties on straight commission basis. Seventeen years experience and large personal following with the trade. Address K11415 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

**BROKER WITH associate,** covering metropolitan district of New York calling on the confectionery jobbers, food distributors, chains, department stores and exporters, is seeking a general line of confectioner or specialties. Reliable service Guaranteed. Address H8419 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Illinois.

## SALE REPRESENTATION

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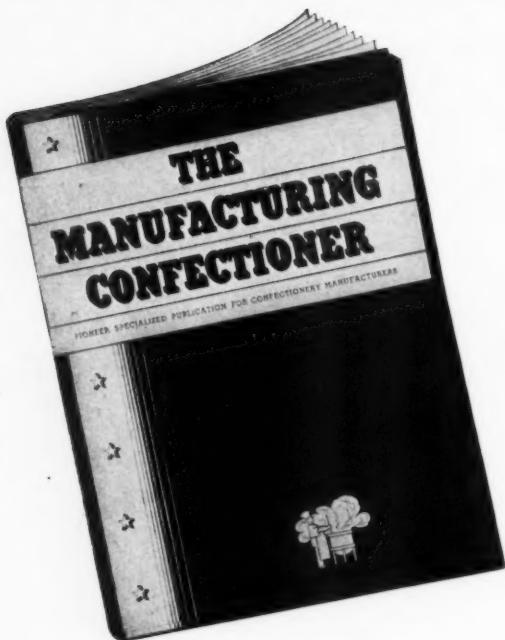
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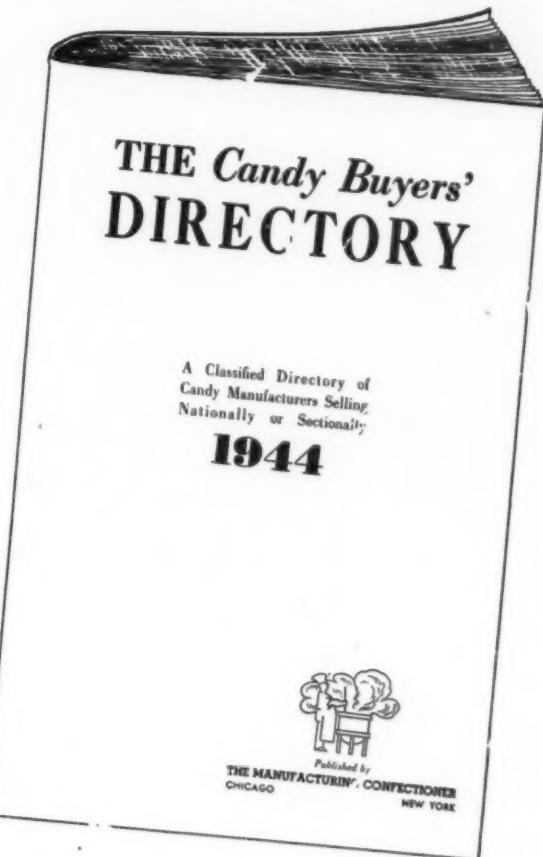
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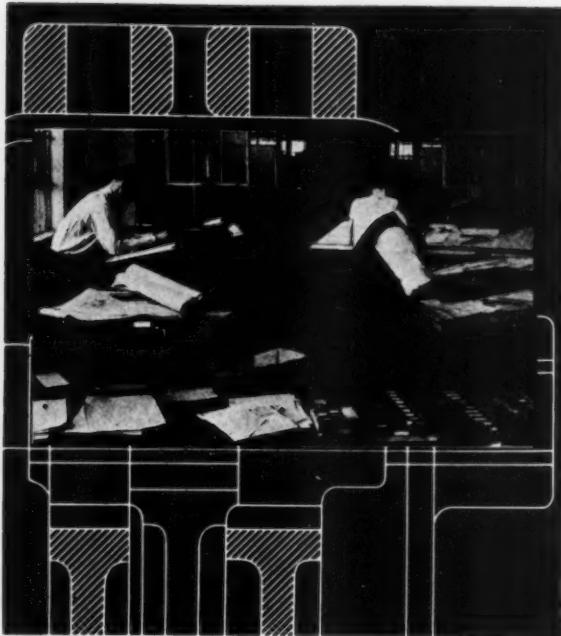
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